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THE NATIONAL Provisioner

June 1947

Meat Packing and

Industry

JULY

105-29-32 - Index v. 96

ONE GOOD WAY TO MAKE SHOPPERS TAKE YOUR SAUSAGE HOME

SHE'D planned to have scrambled eggs plain. BUT . . .

She thought of sausage when she was shopping because she saw it displayed right out on the front counter.

A mighty good way to win this preferred display for your sausage is to dress it up in an attractive wrap of sparkling Cellophane like this wrap for Armour & Company. For Cellophane cellulose film shows off an item's tempting goodness so well that retailers just naturally put it out in front.

Brand identification by a printed Cellophane wrap that goes right into the home is a sure way to win repeat business.

Cellophane

TRADE MARK



"Cellophane" is a trademark of E. I. du Pont de Nemours & Co., Inc.



PACKAGING IDEAS

If you'd like help on a new package, ask one of our Field Representatives to call. No obligation. Just write: E. I. du Pont de Nemours & Co., Inc., "Cellophane" Division, Wilmington, Delaware.



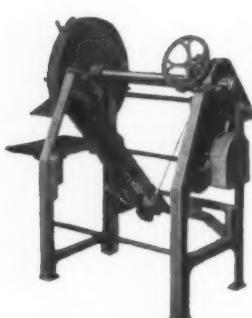
Buffalo Grinder



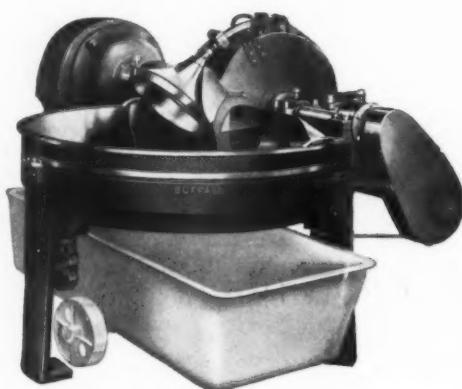
Buffalo Air Stuffer



Buffalo Casing Applier



Buffalo Bias Bacon Slicer



Self-Emptying Silent Cutter

Three Profit Points

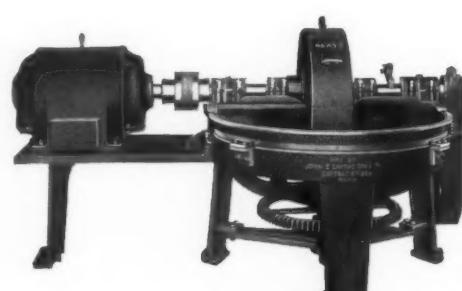
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- 3 Reduces maintenance and upkeep cost because it is cleverly engineered and heavily built of the best materials to withstand years of heavy-duty service.

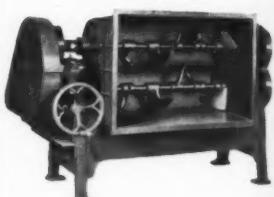
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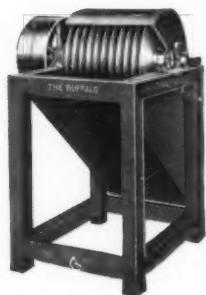
Standard Silent Cutter



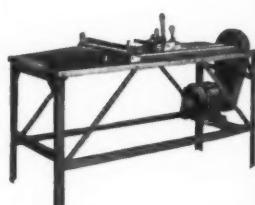
Buffalo Mixer



Buffalo Pork Fat Cuber

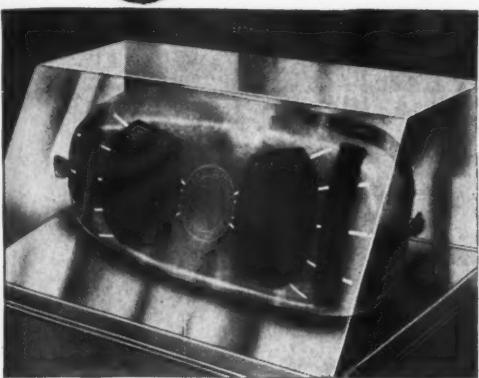


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Buffalo Bacon Skinner

LIKE Individual SHOW-CASES



"TEE-PAK" SAUSAGE, HAM AND LOAF CONTAINERS

TRANSPARENT, SEALED, IDENTIFIED

They "flatter" your product, as the ladies would say. They protect it, they identify it, they sell it. They stimulate repeat orders both from the consumer and the dealer. They respond to sales promotion by your organization, and merchandising by the retail dealer... What is really astonishing is the matter of *cost*: on the boiled ham containers the cost is covered one way; on smoked items the cost is eliminated another way. Perhaps for the first time in business history a *better* package actually *costs less*!



TRANSPARENT PACKAGE COMPANY, 1019-1025 West 35th Street, Chicago, Illinois

Week Ending July 17, 1937

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THE NATIONAL PROVISIONER

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Volume 97

JULY 17, 1937

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isioner

There's a pretty heavy responsibility placed on a container, these days. The protection it gives to your product must be complete; its convenience certain; its eye-appeal outstanding. It must help to sell and re-sell the product it contains. Continental's packaging service has fulfilled this three-point requirement for hundreds of packages.



Continental Can Company

NEW YORK

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*More PAY LOAD per truck
with
"DRY-ICE"★*

Only the pay load on your meat trucks makes any money for you. So you want to be able to carry as much pay load per truck as possible.

"DRY-ICE" gives your trucks maximum pay load capacity, because it is such an exceptionally efficient refrigerant that a comparatively small amount is required. And you can equip your trucks for "DRY-ICE" at the low cost of approximately \$30.

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It will cost you nothing to get full particulars. The home office or any of the distributing stations listed will be glad to give them to you. WRITE or phone — today.

★"DRY-ICE" is the registered trade mark of DRY ICE, INC., for the product, solid carbon dioxide. It is a frozen form of the same pure, healthful gas that puts the snap and zest in ginger ale, beer and other beverages and preserves their goodness. It is clean and sanitary, leaving no trace.



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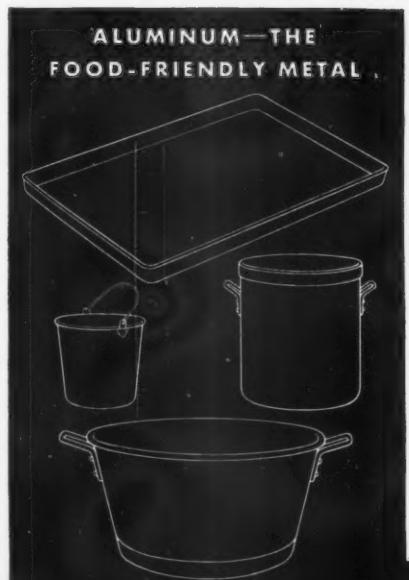
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★ *That's Something!* ★

Meat Packer Orders 136 ADDITIONAL "Wear-Ever" Aluminum Meat Trucks



A few of the "Wear-Ever" Aluminum Meat Trucks in use at one of the nationally known Packing Plants.



No guesswork on the part of the operating heads of this company. They *know* the advantages of "Wear-Ever" Aluminum Meat Trucks . . . tested them for months under strenuous working conditions and then ordered 136 additional units.

These features in particular appealed to these men: "Wear-Ever" Aluminum Meat Trucks are light-in-weight yet carry a maximum load and get places easily, quickly; require less energy of man-propelling power than ordinary trucks. They're made of a hard, strong, tough Aluminum alloy. The top edge is finished with an angle-shaped bead providing extra strength, and complete sanitation.

Being Aluminum, "Wear-Ever" Meat Trucks are sanitary and easy to clean; cannot rust, cannot contaminate, nor affect color or taste. There are no cracks or crevices; just like one seamless piece that's easy to *keep* immaculate . . . pass inspection every time.

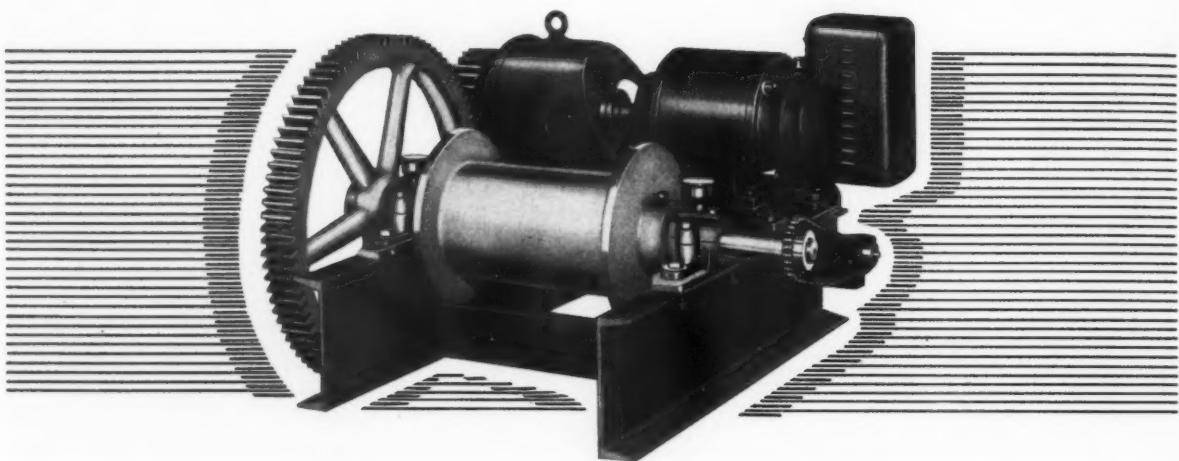
We would like to make Meat Trucks for you, too. Tell us your requirements and we'll send complete information. Address, THE ALUMINUM COOKING UTENSIL COMPANY, Desk 78, 11th Street, New Kensington, Penna. (Offices in All Principal Cities)



"Wear-Ever" ALUMINUM

THE STANDARD: WROUGHT OF EXTRA HARD, THICK ALUMINUM PLATE

The **ARISTOCRAT OF BEEF HOISTS**



First and foremost—this GLOBE Beef Hoist positively will not slip—certainly a decided advantage over the old type, friction hoists.

Besides, this GLOBE Hoist saves you money in half a dozen different ways. Since it is lighter in weight, it costs far less to install. It takes up less space than most hoists, requires very little head-room, and operation is virtually silent. The GLOBE Hoist is equipped with auto-travel limit switch which stops mechanism at any predetermined point automatically, thus avoiding the possibility of over-running. And the maintenance requirements have been reduced to a minimum.

In short, the GLOBE Hoist gives you all the things you need—at low initial cost and low upkeep. Write today for further information.



Write today for
attractive new catalog

The **GLOBE** *Co.*

616-28 WEST 36TH ST.
CHICAGO, ILLINOIS



"Say, Boss This Machine Will Save 75% of Our Cleaning Time"



"I'VE been engineer in this packing plant for a long time, but this Kerrick Hydro-Steam Kleaner is the biggest little piece of equipment I've ever seen. You know what cleaning problems we have. We have tried several types of trick injectors, mixing valves and other gadgets for cleaning. None of them has worked, so we still clean by hand, the hard way. Of course, live steam has helped some, but we can't depend on it for really cleaning. Now here we've really got something. The Hydro-Steam not only cuts our hand cleaning time by 75%, but can actually be used for sterilizing as well. This machine gets away from the old idea of blasting the dirt off with hot, live steam under high pressure. The Kerrick Hydro-Steam Kleaner, used with the proper cleaning solutions for each job, dissolves the dirt and floats it away. It quickly cleans fats and grease from meat pans, hooks and conveyors; keeps our floors, walls and windows spotless and makes all our truck equipment look like new.

"The Kerrick Hydro-Steam Kleaner simply uses the steam . . . 60 pounds or more . . . to act as a pump and heating element in picking up and delivering a uniformly balanced cleaning solution at a moderate temperature and an even, controlled pressure. The patented, swivel-handled gun enables the operator to clean the most inaccessible corners. Two nozzles are furnished; one round one for general use, getting into hidden crevices, and a flat nozzle for cleaning large surfaces such as walls, floors and windows. The pressure at the nozzle is regulated by these three valves. We can get everything from a slow stream of solid solution under low pressure to a hot, driving spray of thoroughly mixed cleaning vapor. By actual test, the Kerrick Hydro-Steam Kleaner cuts the time of every cleaning job from 40 to 75%. All we need to operate it is a $\frac{3}{4}$ inch steam line carrying 60 pounds. It can be used in any part of the plant where steam is available. The cost is \$97.50, delivered to any part of the United States. All you have to do to see the Kerrick Hydro-Steam Kleaner demonstrated is mail the attached coupon."



CLAYTON MANUFACTURING CO.
ALHAMBRA, CALIFORNIA

CLAYTON MANUFACTURING CO.
Alhambra, Calif.

C-7

Please have your nearest distributor arrange with us for a demonstration of the Kerrick Hydro-Steam Kleaner.

Name _____
Firm _____
Address _____
City _____ State _____



Casings for every type of Sausage

FOR fresh sausage, cooked sausage, dry sausage—there is a complete selection of Armour casings available. These are casings of fine quality, perfectly processed. They are carefully selected and accurately graded.

Come to Armour for the finest in

- ★ BEEF CASINGS
- ★ HOG CASINGS
- ★ SHEEP CASINGS

Prices are *always* in line.

ARMOUR AND COMPANY
Chicago, U. S. A.

THE NATIONAL PROVISIONER

JULY 17, 1937

*The Magazine of the Meat
Packing and Allied Industries*

PUBLIC WELFARE COMES FIRST

THE present crisis in the industrial relations of the nation so greatly affects not only current purchasing power and present and future selling policies, but also bears so importantly on the future welfare of the American public, that there is pressing current need for what might be termed "big time thinking" on the part of all concerned.

Developments of recent date have thrown into clear relief a number of crucial issues. Among these are:

- (1) Use of the sit-down strike;
- (2) Coercion and intimidation as regards driving this or that worker into this or that union;
- (3) Unpeaceful picketing;
- (4) The broad commercial and social effects of large strikes in our present highly interdependent society;
- (5) Possibility of invisible government;
- (6) Possible stifling of the ability to conduct businesses successfully enough to result in extensive employment;
- (7) Responsibility of unions in making contracts which will be lived up to at both ends;
- (8) Relative merits of craft versus industrial unions;
- (9) The question of how far legislative attempts should be made to control wages and working hours, and thereby assume the role otherwise allotted to individual and collective bargaining; and
- (10) The future adherence of the people as a whole to what it has broad heading of law and order.

During this period of crisis there is a prevailing tendency to consider these issues as problems primarily affecting relations between employers and employees. To our humble way of thinking, this approach is inadequate. *In the final analysis, nearly all of these issues primarily and immediately concern the public welfare.*

Adequate solutions cannot evolve out of conflicts between employers and employees. The final answer must be passed on, not by the Supreme Court of the United States or any of the minor courts, but by

that great and super-important judicial body commonly referred to as the Court of Public Opinion.

At the present time we have no axe to grind in favor of or against any particular union. Partisanship just now cannot be wholly justified, because we feel that none of the larger labor organizations has as yet subscribed to a set of policies which meets with public approval. So long as this condition continues, we believe leadership of the major unions is essentially weak—and that the prevailing types of union leadership will be so looked upon by the public.

Right now, it appears vastly more essential to ascertain and be guided by what the American public believes than it is to ascertain and be guided by what labor leaders, employers or politicians hold to be the answers. We are facing far more than industrial upheaval—we are facing class warfare. Under such circumstances there is only one great stabilizing force if we are to avoid a fascist type of dictatorship—that is, to develop a concerted public opinion on these issues.

No labor union and no employer policies can stand up long if they do not concur with public opinion, however encouraging temporary victories on the industrial battle front may seem. Similarly, no legislative or administrative policy laid down by federal, state or local government can long prevail if it does not concur with public opinion. Hence the need for ascertaining public opinion—not by prejudiced methods or by skim-the-surface surveys, but by development of accurate facts—and then to find out what the American people believe are the

What Do People Think?

There seems to be a growing feeling that the only court which can settle the present industrial strife is the Court of Public Opinion. This feeling is expressed here by Raymond Bill, editor of "Sales Management," who is president of the National Conference of Business Paper Editors and past president of the National Association of Sales Executives. He believes public opinion should be impartially surveyed, so that we may find out what the public wants.

proper answers to the great industrial issues of these perilous times.

If the American people want sit-down strikes outlawed—if they want unions incorporated in order that they may be responsible parties to a bargaining contract—if they want unpeaceful picketing stopped by the duly constituted forces of law and order—if they want intimidation stopped in union drives for membership—if they want these or any other solutions to the major issues in our current relations, *everybody should know*.

And all factors concerned, in order to best serve

their own selfish interests, should be governed accordingly. For it is axiomatic that only the weight of public opinion can determine what truly is most in the public interest, and therefore in the selfish interest of those who have great social responsibilities in the field of labor, industry and government.

And if factually-informed public opinion becomes the guide, there is no need for fear or pessimism as to the outcome. *The American people at large are intelligent, sane and law-abiding. They want markets and purchasing power preserved and enhanced for the common good.*

MINIMUM WAGE AND MAXIMUM HOUR BILL

AFTER drastic modifications had been made, the administration's national wage-hour bill for industry was reported out by the Senate committee on education and labor this week.

The report represents almost a complete rewriting of the bill as originally introduced. It establishes a ceiling of 40 cents an hour above which the proposed Labor Standards Board may not go in fixing minimum wages, and a floor of 40 hours a week below which it cannot go in determining the national work-week. Under terms of the original bill the board was to have power to set wages at a minimum of 40 cents an hour and fix hours at a maximum of 40 hours per week.

The committee's report says the bill seeks to assist only the low-wage and long-working-hour industrial workers to obtain a minimum wage, and that "a start should be made at the present session of Congress to protect this nation from the evils and dangers resulting from wages too low and from long hours."

Wage and Hour Differentials

The Senate's new bill is applicable to all employers, regardless of the number employed, with the exception of seamen, railroad workers, agricultural workers, executives, professional men or persons employed in local retail stores.

Provision is made for establishment of geographical differentials in wages. Where the old bill merely declared oppressive wage and hour payments to be against the policy of Congress, the new measure recognizes the fact that an abrupt and arbitrary fixing of wage minimums would do serious injury to industry, and it gives the proposed board power to determine proper levels below 40 cents an hour and above 40 hours per week.

In establishing minimum wages the board is to consider cost of living; other relevant circumstances; wages established for work of like character in collective employer-employee agreements; wages paid for work of like character by employers maintaining voluntary minimum wage standards. In declar-

ing the maximum work week the board is to consider relation of work to physical and economic health, well being and efficiency of employees; number of persons available for employment; hours of employment for work of like or comparable character established in employer-employee agreements, or maintained by employers voluntarily.

May Make Agreements

The original act gave the board discretionary authority to vary the minimum and maximum labor standards and establish "fair" wages. The new section simply declares that nothing in the act is to be construed as impeding or diminishing in any way the right of employees to bargain collectively, and that labor standards fixed by agreement shall not be held illegal or unfair because they are in excess of those fixed by the board.

Another section in the new bill provides that an oppressive work-week shall not be deemed to constitute a sub-standard labor condition if the employees receive additional compensation at the rate of time and one half for overtime.

Chance for Legislation

Whether either the drastic House bill or the more liberal Senate bill will get through Congress at this session depends on developments following the shock caused by the death of Senate leader Robinson. Reaction against the administration's pressure for the Supreme Court bill and other "must" legislation has been such that Congress may adjourn without passing any but appropriation bills. This does not mean, however, that such measures as this wage and hour bill will not be taken up and pushed at the next session in January.

MEAT PACKERS GO SOUTH

Steady increases in cattle and hog production in the Southeastern part of the United States have attracted the attention of meat packers to that area, especially those following the policy of

locating slaughtering plants close to centers of livestock production. Both cattle and hog population in this area has shown increases when declines were evident in the older heavy producing areas.

Evidence of the growing interest of meat packers in this Southern area is to be found in the re-opening of the Armour and Company plants at Tifton and Valdosta, Ga., and purchase of the Birmingham Packing Co., Birmingham, Ala., by Armour; erection of a large "daylight" plant by the Cudahy Packing Co. at Albany, Ga.; purchase by Wilson & Co. of The Provision Company at Columbus, Ga.; and finally the erection of a new plant by Swift & Company at Ocala, Fla. This new \$100,000 plant is expected to be opened about August 1 and is designed primarily for beef production. Officials of the company are of the opinion that raw material needs can be supplied within a radius of 100 miles of the plant.

MEAT PACKING BY STATES

Meat packing in the United States finds its greatest concentration in Illinois, where products of 79 plants were valued at \$494,401,747 in 1935, according to the U. S. Census of Manufactures. Salaries and wages paid in these plants totaled \$40,463,245. The ten ranking states in value of packinghouse products were:

	VALUE OF PRODUCT
Illinois	\$494,401,747
Iowa	205,999,101
New York	157,973,444
Minnesota	150,969,114
Kansas	145,942,853
California	120,563,585
Ohio	100,891,813
Nebraska	105,510,787
Missouri	104,455,094
Pennsylvania	100,453,515

Next to Illinois, Minnesota had the highest packinghouse pay roll with New York a close third. Iowa was fourth, Kansas fifth, California sixth, Pennsylvania seventh, Ohio eighth, Missouri ninth and Nebraska tenth. Total wages and salaries paid by the industry in 1935 was \$180,298,611.

BETTER SALES METHODS SAVE MONEY

ECONOMIES which might well save hundreds of thousands of dollars annually for the meat packing industry were discussed by packer representatives at 14 regional meetings of the Institute of American Meat Packers held this week throughout the country.

The meetings were held for the purpose of discussing the important recommendations made by the special committee appointed several months ago by the Institute to aid in the investigation of trade practices. W. S. Clithero, vice president of Armour & Company, is chairman of this committee. His report appeared in the June 26 issue of *THE NATIONAL PROVISIONER*.

The recommendations — dealing largely with the elimination of wasteful and uneconomical trade practices — were received enthusiastically by packers to whom they were presented. Other regional meetings will be held at various points during the next two weeks.

Actual Experiences Told

Staff members of the Institute present at each of the meetings outlined to packers in attendance some of the actual experiences of companies which have applied policies similar to those covered by the recommendations, and explained how these companies are working successfully toward a decrease in the cost of selling and delivery and other items of expense.

President Wm. Whitfield Woods of the Institute was present at the meetings in Boston, Tuesday, July 13; New York, Wednesday, July 14; Philadelphia, Thursday, July 15 and Baltimore, Friday, July 16. H. R. Davison, vice president of the Institute, attended the meetings at Kansas City, Mo., Monday, July 12; Fort Worth, Tuesday, July 13; San Antonio, Tex., Wednesday, July 14; El Paso, Tex., Friday, July 16, and Phoenix, Ariz., Saturday, July 17. Howard C. Greer, director of the Institute's Department of Organization and Accounting, spoke to members at the meetings held at Detroit, Monday, July 12; Cleveland, Tuesday, July 13; Pittsburgh, Wednesday, July 14; Cincinnati, Thursday, July 15, and Louisville, Ky., Friday, July 16.

Better Trade Methods Advised

Recommendations of the special committee suggested that present practices of furnishing sales or clerical help to dealers, extensive entertainment of customers, and paying of any part of expenses of buyers from their places of business to a buying center or plant be eliminated; that each meat packer should make an urgent effort to eliminate extensive and wasteful deliveries and to establish a definite hour after which no orders would be accepted for delivery that day.

It was further suggested in the recommendations that every meat

packer should make an effort to eliminate (or increase the size of) orders so small as to involve an extensive selling and delivery expense which cannot be covered out of margins ordinarily obtainable from this business.

In discussing these recommendations with members at the regional meetings representatives of the Institute outlined some of the discoveries made by member companies who already have been operating their businesses experimentally along lines similar to some of those suggested by the recommendations.

Cost of Small Orders

In the experiences of these companies it was found that approximately 30 per cent of the aggregate number of orders received over a period moved only about 5 per cent of the total volume of their business into the hands of the retail trade. In other words, if all orders were equally costly to handle, then about one-third of selling and delivery costs of these various companies was expended for only about one-twentieth of total sales.

A schedule of the regional meetings during the next two weeks follows:

MORE MEETINGS SCHEDULED.

BUFFALO, N. Y.—Friday, July 23, 2 p.m., Dold

Restaurant, 845 William st., W. F. Price, Jacob Dold Packing Co., chairman.

CEDAR RAPIDS, IA.—Monday, July 19, 12 noon, Montrose Hotel (luncheon), Frank Kohrs, Kohrs Packing Co., chairman.

CHATTANOOGA, TENN.—Wednesday, July 21, 10 a.m., Read House, H. W. McCall, J. H. Allison & Co., chairman.

DENVER, COLO.—Friday, July 30, 2 p. m., Brown Palace Hotel, A. D. Curtis, Nuckolls Packing Co., chairman.

INDIANAPOLIS, IND.—Thursday, July 22, 12:15 p. m., Severin Hotel (luncheon), A. C. Sinclair, Kingan & Co., chairman.

LOS ANGELES, CALIF.—Tuesday, July 20, 12:30 p. m., Administration Building, Central Mfg. District, Vernon, B. W. Campton, Sterling Meat Co., chairman.

PORLTAND, ORE.—Friday, July 23, 12:30 p. m., Multnomah Hotel (luncheon), B. C. Darnall, Swift & Co., chairman.

ST. LOUIS, MO.—Tuesday, July 20, 11 a. m., Missouri Athletic Club, (luncheon), Frank A. Hunter, Hunter Packing Co., chairman.

SALT LAKE CITY, UTAH—Thursday, July 29, H. E. Hemingway, American Pkg. & Prov. Co., Ogden, Utah, chairman.

SAN FRANCISCO, CALIF.—Wednesday, July 21, 6:30 p. m., Commercial Club (dinner), F. M. Kleppe, H. Moffat Co., chairman.

SEATTLE, WASH.—Saturday, July 24, 8 a. m., Exchange Bldg., F. A. Danielson, Carstens Packing Co., chairman.

SPOKANE, WASH.—Monday, July 26, 12 noon, Davenport Hotel (luncheon), A. L. Capps, Armour and Company, chairman.

TRADE PRACTICE Rules Proposed FOR MARGARINE

PROPOSED trade practice rules for the margarine industry have been submitted to the Federal Trade Commission by C. H. Janssen, secretary-manager of the National Association of Margarine Manufacturers, pursuant to a resolution by the association. These rules are to be considered at a trade practice conference, where representatives of the margarine industry will have the opportunity to assemble under the auspices of the Federal Trade Commission, to consider trade evils and provide methods for their correction.

The rules as submitted are divided into two groups. The first embraces unfair practices which are considered to be unfair methods of competition under decisions of the courts and the Federal Trade Commission; the second group includes trade practices which are held by members of the association to be either unethical, uneconomical or in some other way objectionable, although not illegal, or are thought to constitute sound business methods which should be encouraged.

Unfair Trade Practices

Rules contained in the first group

seek to brand as unfair trade practices: Sale of margarine below cost, with intent or effect of injuring a competitor.

Use of one type of margarine as a "loss leader" to induce purchase of other forms of the product.

Use of margarine as a "loss leader" to induce purchase of other merchandise where tendency of the sale is to deceive purchasers and injure competitors.

Making of false or misleading price quotations.

Rebates Are Forbidden

The rules aim also to prohibit certain discriminatory differentials, rebates, refunds, discounts and credits. Brokerage commissions are prohibited unless bona fide. Discrimination as to prices, advertising or promotional allowances, and granting of special services or facilities are sought to be prohibited.

Deception of purchasers in invoices, defamation of a competitor or his goods, and inducing or attempting to induce a breach of contract are all declared to be unfair trade practices.

(Continued on page 36.)

Week Ending July 17, 1937

Page 13

MERCHANDISING MEAT

• News from the meat selling front

• Helps for meat manufacturers and dealers

SUPER Markets

Food Chains Meet Competition by Enlarging Stores

IN ORDER to meet the competition of supermarkets which draw customers from a wide territory, and sell a large volume of merchandise at a small markup, some chain food companies are greatly expanding a few of their units or starting supermarkets of their own. In states where chain tax laws are severe smaller stores are being replaced by these larger markets, thus covering a wider area and saving chain taxes on individual stores.

Supermarkets are a comparatively recent development in the food retailing field. It is estimated, however, that more than 1,500 are now in operation throughout the country. They vary in size (the largest is said to have 300,000 sq. ft. of floor space) but all depend on huge daily turnover of meats, produce and groceries at a low profit per unit handled.

Such markets are usually self-service, are located in a simple but spacious store in a low rent neighborhood, and have plenty of parking space for auto-

mobile shoppers. They are often parceled into concessions which are individually owned and operated. Labor costs in such stores are low, and markup may average from 12 to 15 per cent, or considerably less than in ordinary independent or chain food stores.

New York's Biggest Market

Large scale meat selling plays an important part in the volume food merchandising plan used in New York's biggest food store, the new Brooklyn market of H. C. Bohack Co., which was opened recently. The market building was formerly used as the chain's garage, but its floor space of 40,000 sq. ft. is now devoted to meat, dairy, fruit, and other departments and dozens of "island" grocery displays and counters from which thousands of consumers make their daily food purchases.

The new self-service warehouse outlet was completely remodeled in the transition from garage to store. Large skylights and many windows provide plenty of natural illumination. Most of the wall space is lined with white tile, tending to increase natural light.

The consumer seeking meat finds every kind of smoked and fresh product on display in refrigerated cases which run for approximately 70 ft. along one wall of the store. Seven scales are used in the meat department, so that customers are served rapidly and labor time saved. Sausage and ready-to-eat

meats are displayed prominently in a separate refrigerated case.

Serve Many Customers Easily

About 1,000,000 lbs. of merchandise was displayed on the self-service islands and in the various departments on the opening day. Canned food displays on these counters make it easy for the housewife to serve herself and are kept well stocked. The islands are surrounded by ample space for the movement and serving of large numbers of customers. It is reported that the store has had an average of about 5,000 customers a day since operation started.

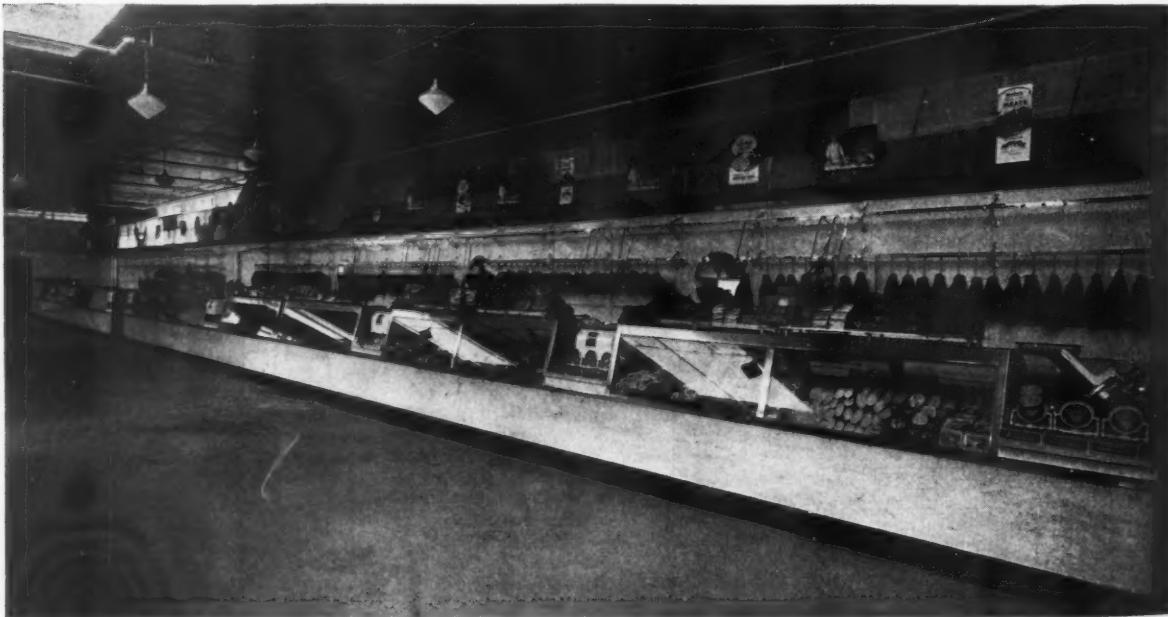
The new Bohack store has no leased departments. It features a great many specialty products for which there is small demand in a regular food store. These sell better where there is adequate space for display.

"Electric Eye" Doors

Doors that open automatically by "electric eye" when customers pass between stanchions and break a beam of

SELLS TONS OF MEAT

Meat department in New York's largest retail food store, the new H. C. Bohack Co. self-service warehouse outlet in Brooklyn. Meats, dairy foods and fruits are sold from departments, while consumers choose their groceries from dozens of display "islands."



light have aroused much interest among shoppers in the new store. The Bohack market is believed to be the only one in the world equipped with such doors. Hundreds have been so mystified by their operation that they have walked in and out several times trying to decide how they worked.

Baskets on wheels, closely resembling baby carriages, are used by shoppers to gather their complete grocery needs without carrying loose bundles around the immense store. These are wheeled up to the checking desk as the customer completes her shopping.

The H. C. Bohack Co. operates about 600 regular food stores in the New York City area and has eight large-volume outlets.

STORE DEMONSTRATIONS

A Michigan sausage manufacturer has found store demonstrations to be one of the most effective means for rapidly building consumer demand for high quality sausage products, and he employs a woman full time to make them.

"We think the consumer will eventually discover good sausage brands," says this sausage manufacturer, "and will demand them. However, we do not care to wait for this to happen. We prefer to hasten the time when the housewife will appreciate our sausage by taking it to her when her mind is on meat—when she has entered a retail meat store for the purpose of making a purchase.

"The important result of store demonstrations, as we see it, is that the housewife must believe her own eyes and taste. If our products please her she sells herself on them. Under such circumstances the probabilities are she will become a regular booster for them. The retailer likes to have us make a demonstration in his store. It brings in shoppers who very probably will make a purchase before they leave, and it creates interest in the store that is very helpful in gaining new customers and keeping old ones."

PICNICS NOW TENDERIZED

Addition of two "Tendeready" picnics and a "Tender Smoked" picnic to its three "Tender Made" ham items has been announced by Wilson & Co. in full-page color newspaper advertisements. The company points out in the advertisement that the new type picnics are "another all American miracle" in which the Wilson secret process has "literally transformed this plain shoulder meat into a delicacy."

One of the new products is a bone-in, shankless picnic which is ready to serve or may be heated before eating. A second item is a tinned, boneless picnic which is cooked in its own juice and is ready to eat. It is reported to be the only tinned tender ready-to-serve picnic

made in the United States. The third new product is a shankless tender smoked picnic which must be baked 25 minutes to the pound before serving.

Patriotism of consumers is appealed to in the advertisement which is bordered by a number of photographs showing cultivation of corn on American farms; American hogs feeding; transportation of livestock by American railroads and scenes in Wilson & Co. plants.

MORRELL DOG FOOD COMIC

A new dog comic strip featuring "Doin's of the Duke" is being used by John Morrell & Co., Ottumwa, Ia., to advertise its Red Heart dog food through Chicago newspapers. The new advertising feature is being published in the comic section of the Chicago Evening American and the Chicago Daily News.



UNUSUAL AND ATTRACTIVE

This round container for country style pork sausage has been a particularly successful sales aid.



THROW-AWAY COVER

Plain cover protects carton and contents during shipping.

COVER PROTECTS CARTON

Peet Packing Co., with plants at Chesaning and Bay City, Mich., whose meat products are marketed in central and northern Michigan under the trade mark "Farmer Peet's," is redesigning its entire line of containers to give them greater eye and sales appeal. Of particular interest among the new containers, because of their design and utilitarian features, are the 5-lb. pork sausage carton in blue and red on a white background, and the 5-lb. Prize breakfast sausage carton in red and blue on a yellow background.

The new feature of both these cartons is the plain, throw-away cover. Cover is used during shipping and is complete protection against soiling the container, which consequently goes into the retail store showcase as clean and bright as when it left the plant. When the package reaches the store the retailer merely removes the cover and places the carton and its contents on display.

Carton is of the folding type and is set up in the shipping room. Cover is assembled by the carton manufacturer and shipped flat. It is held in place on the carton with string. The carton and cover are produced for Peet Packing Co. by the Sutherland Paper Co., Kalamazoo, Mich.

WATCH FOR A POSITION

If you want a position or a packing house, look for it on the "Classified" THE NATIONAL PROVISIONER.

MEAT Supplies and Prices

Story for the Half Year and Prospects Ahead

PEOPLE have been eating more meat than they ate last year or the year before, but somewhat smaller supplies are in prospect," says Chester G. Newcomb, president of Lake Erie Provision Company, Cleveland, O., and chairman of the Committee on Retail Merchandising of the Institute of American Meat Packers, in an analysis of meat sales made during the first half of the year ended June 30, 1937.



C. G. NEWCOMB

"Although it seems probable from government outlook reports that the amount of meat available for consumption during the next six months

Meat Supplies

"Retail prices of meat, reflecting the increase in consumer purchasing power which has occurred each month this year, are at present somewhat higher than those prevailing at the same time a year ago. However, composite retail prices of principal cuts of beef, lamb, and pork at New York, as quoted by the U. S. Department of Agriculture for the latest date available (June 15), are now substantially lower on the average than they were during the period from 1924-1928, which is considered as being about normal. Current retail prices of

LIVESTOCK SUPPLIES AND COST (Federal Inspection, 6 mos. period.)

NUMBER	1937	1936	1935	5 Yr. Avg.
Cattle	4,748,000	4,862,000	4,229,000	3,867,000
Calves	3,262,000	2,898,000	2,793,000	2,371,000
Sheep and Lambs	8,282,000	8,016,000	8,344,000	8,040,000
Hogs	16,353,000	16,241,000	13,793,000	24,146,000
COST				
Cattle	\$322,000,000	\$296,000,000	\$270,000,000	\$272,000,000
Calves	45,000,000	40,000,000	34,000,000	33,000,000
Sheep and Lambs	73,000,000	66,000,000	56,000,000	58,000,000
Hogs	367,000,000	370,000,000	262,000,000	388,000,000
Total cost	\$807,000,000	\$772,000,000	\$622,000,000	\$751,000,000

MEAT PRODUCTION

(First six months)

Beef, lbs.	2,275,000	2,416,000	2,027,000	2,042,000
Veal	328,000	295,000	282,000	229,000
Lamb and Mutton	334,000	324,000	337,000	316,000
Pork	2,244,000	2,173,000	1,785,000	3,029,000
Total	5,185,000	5,208,000	4,431,000	5,616,000
Lard	349,000	483,000	361,000	877,000
Total Meats and Lard, lbs.	5,534,000	5,691,000	4,792,000	6,493,000

MEAT CONSUMPTION

(First six months)

Beef and veal, lbs.	2,758,000	2,822,000	2,432,000	2,322,000
Lamb and Mutton	341,000	326,000	338,000	318,000
Pork	2,244,000	2,048,000	1,978,000	2,736,000
Total	5,343,000	5,196,000	4,748,000	5,376,000
Lard	349,000	368,000	325,000	440,000
Total Meat and Lard, lbs.	5,692,000	5,564,000	5,073,000	5,816,000

IMPORTS AND EXPORTS

PORK AND LARD EXPORTS	30,000,000	33,000,000	52,000,000	112,000,000
Pork	50,000,000	61,000,000	69,000,000	347,000,000
Lard	35,000,000	18,000,000	3,000,000	3,000,000

1937 figures partly estimated.

will decline somewhat, largely because of a decrease in production of pork, it is estimated by trade experts that amount available for consumption for the current calendar year as a whole will be substantially larger than during 1935, and only slightly smaller than during 1936, a year in which production of beef, veal, and lamb was unusually large.

"Number of meat animals on farms on January 1 this year, from which most of this year's meat supply will be obtained, was somewhat smaller than on the same day in 1936, although substantially greater than on January 1, 1935. Prices of most grades and classes of livestock have been for the most part higher than those prevailing during the first six months of 1936, and it is estimated that American livestock producers have received about 5 per cent more for meat animals during the first six months of this year than they did during the same period of 1936.

Meat Prices

"Retail prices of meat, reflecting the increase in consumer purchasing power which has occurred each month this year, are at present somewhat higher than those prevailing at the same time a year ago. However, composite retail prices of principal cuts of beef, lamb, and pork at New York, as quoted by the U. S. Department of Agriculture for the latest date available (June 15), are now substantially lower on the average than they were during the period from 1924-1928, which is considered as being about normal. Current retail prices of

beef cuts are about 15 per cent lower than the average of the five-year period mentioned; lamb cuts about 30 per cent lower, and pork cuts and lard about 12 per cent lower.

"The export and import situation has taken a peculiar trend during the first half of this year, inasmuch as probably for the first time in our history aggregate imports of pork have exceeded aggregate exports, and the United States is definitely an importing nation as far as pork is concerned. It is estimated that aggregate imports of pork during the first half of 1937 exceeded exports during this period by 17 per cent and exceeded imports during the same period in 1936 by 94 per cent. As a matter of fact, imports of pork during each of the first three months of 1937 exceeded exports, while in April, exports were only slightly greater."

SLAUGHTER BY STATIONS

Federal inspected slaughter of all classes of livestock by stations during June, 1937:

	Cattle.	Calves.	Sheep & Lambs.	Swine.
Baltimore	11,065	3,492	6,266	32,163
Chicago (1)	112,291	36,485	204,974	275,357
Denver	9,406	2,264	19,188	13,712
Kansas City	60,086	38,041	118,711	51,175
New York	(2) 40,776	80,436	253,230	128,327
Omaha	53,467	9,627	89,505	67,894
St. Louis (3)	49,475	52,800	119,561	141,805
Sioux City	19,558	2,457	27,966	43,260
South St. Paul	(4) 46,930	56,707	13,643	93,058
All other stations	436,484	297,132	572,333	1,263,376
Total: June, 1937	839,568	579,441	1,425,377	2,109,817

(1) Includes Ottawa, Ill. and Elburn, Ill.
(2) Includes Jersey City and Newark, N. J.
(3) Includes National Stock Yards and E. St. Louis, Ill.
(4) Includes Newport and St. Paul, Minn.

COMPARATIVE JUNE SLAUGHTERS.

June 1936	June 1935	June 1934	June 1933	June 1932
853,188	669,257	439,134	1,420,685	1,828,279
516,637	540,695	1,259,099	3,763,455	
751,115	441,181	1,490,445	4,626,235	
394,372	398,053	394,372	1,528,826	3,319,468
666,714	416,591	1,516,135	3,251,248	
653,905	356,158	1,294,544	3,688,872	
636,278	344,306	1,107,785	3,755,620	
705,525	398,119	1,109,427	4,078,012	
798,816	429,579	1,058,150	4,252,628	

June 10-Yr. Average

(1927-1936) 720,364 427,677 1,309,382 3,530,332

SIX MONTHS' KILL

Slaughter under inspection of each class of livestock for the first six months of 1937, with comparisons, are reported as follows by the U. S. Department of Agriculture:

Jan.-June	Cattle.	Calves.	Sheep & Lambs.	Swine.
1937	4,787,219	3,241,044	8,457,265	16,412,782
1936	4,861,683	2,896,938	8,016,278	16,241,441
1935	4,229,177	2,793,171	8,343,896	13,792,779
1934	4,779,285	3,108,983	7,475,702	23,255,855
1933	3,882,770	2,403,150	8,399,417	24,708,177
1932	3,772,555	2,348,631	9,014,579	24,255,075
1931	3,905,896	2,460,041	8,425,513	23,174,634
1930	3,867,753	2,322,835	7,821,651	23,419,695
1929	3,911,042	2,320,257	6,538,114	25,175,459
1928	4,094,026	2,473,855	6,257,420	27,807,274
1927	4,574,102	2,575,675	6,156,618	23,063,341
10-Yr. av.	(1927-36) 4,187,829	2,570,354	7,644,919	22,492,602

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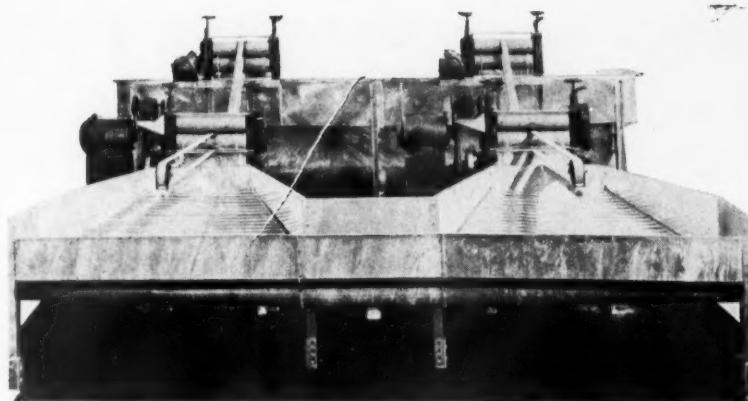
CLEANING Beef ROUNDS

New Equipment Cuts Cost and Speeds Up Operations

SPREAD between cost of producing beef casings and selling prices of these products is not as wide as packers would like to see it. With high costs it may be near the vanishing point.

News of a new method which considerably speeds up production of rounds and simplifies and cheapens cleaning operations should, therefore, be received with interest by beef casing cleaners.

The equipment is most suitable in plants where production of beef casings is large, but it will save money in any plant where 50 or more sets of rounds



HAS CAPACITY OF 200 SETS OF ROUNDS PER HOUR

Two round-cleaning units using new casing cleaning equipment installed in Chicago plant of Armour and Company. Only two workers are required to clean up to 200 sets per hour. (Fig. 1.)

one operation to another, and to speed up cleaning by combining operations—stripping and fatting and slime crushing and slime removal—in two machines.

This new equipment was designed to clean rounds only. It consists of a combined stripping and fatting machine and a combination slime crusher and sliming machine. Two units, installed in the Chicago plant of Armour and Company, are shown in an accompanying illustration (Fig. 1). The photograph was taken in the manufacturer's plant before the units were disassembled and shipped.

The double stripping tank (shown in the foreground) is designed to be installed adjacent to the gut running table. As the rounds are run they are placed across the belts in foreground and carried through stripping and fatting machine.

Stripping and Fattening

A front view of one of these machines is shown in another illustration (Fig. 2). At the top are a pair of stripping rolls, below which are a pair of cylindrical rice root brushes. As the rounds emerge from the stripping rolls they are guided automatically between the rice root fatting brushes. These play against the seam—the line where the round is attached to the ruffle—and remove the thin layer of fat along this line. The fat drops into a container underneath the machine.

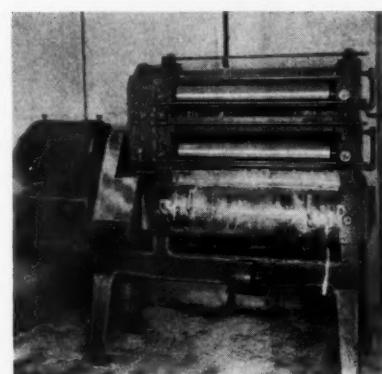
This new piece of equipment replaces the separate stripping and fatting machines now in general use, and saves floor space and labor required to handle casings into fatting machines as they come from the stripping rolls.

After being stripped and fatting the casings drop onto a moving belt, which takes them to the turning tank overflowing with lukewarm water. Turning is done in the usual manner. Nails are located at short intervals along the front of the tub, with which a hole is made in the round. Edges of this opening are turned back and little sacks made by filling the turned-back parts

with water. Sacks thus formed are hung on two adjacent nails and weight of water causes the rounds to slip into the bag and turn inside out.

Needs Only One Worker

The only labor required with this new round cleaning set-up is at the turning



CRUSHES AND REMOVES SLIME

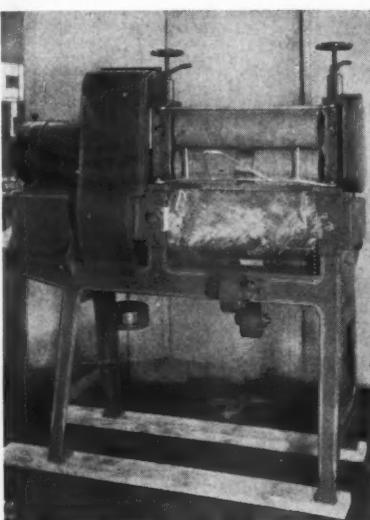
Slime is broken down between two sets of metal rolls and removed by revolving bristle brushes. No labor is required to handle rounds through machine. (Fig. 3.)

tub. One man here can easily handle 50 sets per hour. His job is to turn the rounds and pass them on their travel through subsequent cleaning operations.

When turned, the rounds are passed through a stripping machine, where water is removed. As the rounds emerge from the stripper they are passed through the combination slime crushing and sliming machine.

This crusher and slimer is also shown in an accompanying illustration (Fig. 3). It breaks down the mucous lining or "slime" in two pairs of metal rolls, and removes the slime in the regular way with revolving bristle brushes.

(Continued on page 19.)



STRIPPER AND FATTER

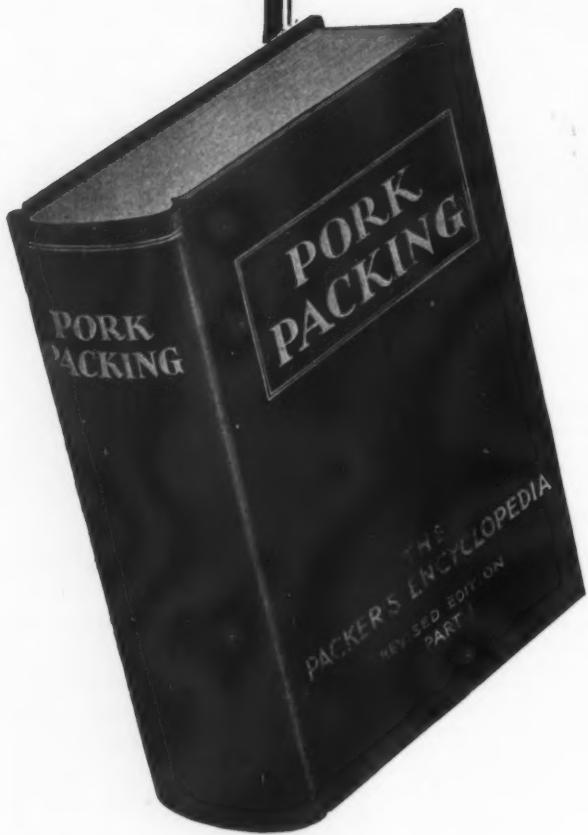
Stripping rolls above and fatting brushes below. Rounds are fed into machine by a belt and guided automatically between fatting brushes when they emerge from between stripping rolls. (Fig. 2.)

per hour are cleaned. The combination stripping and fatting machine can be used with profit in any plant which produces beef casings, it is stated, regardless of daily kill.

Operations Combined

No radically new principles of casing cleaning or machine design have been incorporated in this new method. What has been done is to provide means for mechanically handling the casings from

Pork Department PROFITS



depend on how you operate the pork division of your plant. So important is this activity that this whole 360-page volume is devoted to discussion of the problems which come up in pork packing—practical solutions that make for greater efficiency in operation.

KNOW YOUR COSTS — Particular emphasis has been laid on figuring of tests, which plays such an important part in pork operations. 100 pages of tables showing results of actual tests are a guide to the packer who wants to know how his product will figure out.

CONTENTS

Buying — Killing — Handling Fancy Meats—Chilling and Refrigeration—Cutting — Trimming — Cutting Tests — Making and Converting Pork Cuts — Lard Manufacture — Provision Trading Rules — Curing Pork Meats — Soaking and Smoking — Packing Fancy Meats — Sausage and Cooked Meats—Rendering Inedible Products — Labor and Cost Distribution—and Merchandising.

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FLEXIBLE LEATHER
 \$1.00 EXTRA

Utilizing the hog carcass to best advantage is a day-to-day problem, requiring not only constant study of markets, but also application of the results of this study to daily operations in the plant. "PORK PACKING" tells you how to match your output to the market demand.

For the Sausage Manufacturer

Chapter XIV: Stuffing the Casings—Handling large sausages—Smokehouse temperatures—Use of cookers and vats—Avoiding mold and discoloration—Trimmings—Curing—Mixing—Chopping and stuffing—Casings—Surface mold—Dry sausage—Sausage cost accounting—Sausage formulas—Manufacturing instructions—Container specifications—Preparing boiled hams—Making baked hams.

The sooner you order your copy the sooner you'll profit. ORDER NOW!

THE NATIONAL PROVISIONER

407 South Dearborn Street

Chicago, Illinois

The National Provisioner

PRACTICAL POINTS

for the trade

All-Beef Mortadella

A Southwestern packer wants to know how to make an all-beef mortadella. He writes:

Editor THE NATIONAL PROVISIONER:

We have a good formula for making a regular mortadella but should like to know how this product can be made from all beef. Can you send us a formula and processing directions?

The following beef materials are used in making such a product:

75 lbs. good beef from chuck
15 lbs. veal or young beef
10 lbs. cod or flank fat

Grind beef chuck through $\frac{1}{8}$ -in. plate and veal through $\frac{1}{4}$ -in. plate. Cut the fat in $\frac{1}{8}$ - or $\frac{1}{2}$ -in. cubes. Chop veal in silent cutter for about 3 minutes and add seasoning. Then put in chuck meat and chop for an additional 3 minutes. The following seasoning and curing ingredients are used:

8 oz. ground white pepper
8 oz. sugar
3 oz. sodium nitrate
1 oz. garlic
2 oz. whole white pepper
3 lbs. salt

Many packers have found convenience in use of ready-prepared seasonings or specially-prepared seasonings, as manufactured by reputable firms, in making their sausage products. Such seasonings also insure that each batch of sausage will be flavored exactly like the other batches.

CURING.—After chopping, spread some of the meat on shelves or pans in a 2-in. layer. Put fat cubes on top of the layer, about 2-in. apart, then add another layer of meat. A total of three layers can be placed on top of each other with fat cubes in between. This results in a better fat and meat mixture.

Hold meat in cooler at 38 degs. F. for not less than 48 and not more than 72 hours. When meat is ready to stuff, put it in mixer and mix for a very short time. See that cubes are mixed in evenly.

Stuff meat in small beef bladders or corresponding artificial casings holding from 3 to 5 lbs. Be sure to stuff bladders to full capacity. Put two wooden skewers through the neck of the bladder and wrap a 16-ply cotton string lengthwise and crosswise around bladder, bringing the string up and around the neck to form a hanging loop.

DRYING.—After stuffing, hang in the cooler for 24 to 36 hours and then dry. Drying can be done in a steam house or, if not available, a regular smokehouse will do very well. Dry the sausage with heat but without smoke. Start smoke-

house at a temperature of 120 to 130 degs. for the first 12 hours, then bring the temperature up to 155 to 160 degs. until finished.

When the mortadella is taken out of the smoke house it should be covered with a cloth so that it does not cool too quickly. If a very dry product is desired, the sausage should be hung in the dry room.

DRYING HOG HAIR

A Western meat packer has never saved hog hair, but is considering doing so. He wants to know how it is field-dried. He writes:

Editor THE NATIONAL PROVISIONER:

We never have saved hog hair but are considering doing so now. How is field-dried hair handled?

This method of handling hog hair is little used at the present time. Most large and medium-scale producers either coil-dry the crude hair or cook and cleanse it and then dry it on coils or in special drying machines. It depends

somewhat on the inquirer's volume of production whether it would pay him to go to a great deal of trouble and expense to save and dry the hair. Coil and field dried hog hair is currently quoted at $2\frac{1}{2}$ @4c per lb. at Chicago.

If the inquirer wants to field-dry his hog hair, and has a large open space near his plant which is not adjacent to a residential or commercial district, he might try out the field-drying method. The hair is taken from the dehairing machine and spread out on a roof protected from the wind or on a sheltered hillside. Hair is turned over every day and the sun, rain and wind wash and dry it and remove some of the scurf. After hair is thoroughly dry it is bagged or baled.

Loss of hair by this method is often considerable, since it is blown away by the wind and stolen by birds. However, if a sheltered spot is chosen for drying, the loss need not be great. There is some odor from this method of treatment which will make it objectionable if the plant is located near a residential section.

What Is Boiled Ham Shrinkage Cost?

Certain costs in making boiled hams vary directly as the value of the product varies.

Chief among these is the cost of shrinkage.

Anyone who figures costs, particularly for the purpose of arriving at selling prices, must keep this factor in mind.

This shrinkage item must be EXPRESSED in cents per pound but must be FIGURED from the value of the raw material used.

THE NATIONAL PROVISIONER has compiled a table to assist the packer in approximating the cost of shrinkage in the production of boiled hams. This gives the different percentages of shrinkages and at different value levels. Subscribers may have this table by filling out and sending in the following coupon, accompanied by a 10c stamp. In large quantities, please write for prices.

The National Provisioner:
Old Colony Bldg., Chicago, Ill.

Please send me reprint on "How to Figure Shrinkage Cost in Making Boiled Hams."

Name.....

Street.....

City

Enclosed find a 10c stamp.

CLEANING BEEF ROUNDS

(Continued from page 17.)

Here again rounds are guided between metal rolls and brushes automatically, eliminating labor required when revolving brushes alone are used.

Slime Removal

One combination slime crushing and sliming machine and one combination stripping and sliming machine are required for good cleaning. The casings are handled from one machine to another on belts. After emerging from the second machine the rounds are completely cleaned and are ready for measuring, grading and salting.

A unit of equipment for cleaning rounds by this new method consists, therefore, of a stripping apron, combination stripping and fatting machine, turning tub, stripper and one combination stripping and sliming machine. Unit has a capacity of 100 sets of rounds per hour. In the set-up illustrated two units with a capacity of 200 sets per hour are installed. Two turning tubs are used in this instance.

These new machines and this method of handling rounds were developed by the Allbright-Nell Co., Chicago. The company has prepared plans for various plant capacities in which one or both of these new machines are included. These plans are based on typical conditions and can be modified to meet individual requirements.

We've licked the problem of NON-CONDENSABLE GASES formed from Oil . . .

You know, without our telling you, what happens to your power bill when there are non-condensable gases present in your refrigerating system.

Through extensive research, we found the conditions of temperature and pressure which promote the formation of these gases and the characteristics required in an oil to prevent its breaking down under these conditions.

Why not join the 17,000 plants that today are using *York Oils* alone for their refrigerating equipment. They have found that Viscosity, Pour Point and Flash Point are by no means the complete guide to lubricating quality—and that it pays to use an oil which is manu-

factured specifically for refrigeration duty.

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At all York Headquarters Branches there are complete stocks . . . Oil, Valves and Fittings, Calcium, Corkboard, Cork pipe covering, Cold Storage Doors . . . everything you need. Put your requirements up to your nearest York Branch . . . there are 70 of them . . . and in the meantime ask Department NP-14, for a new Accessories Catalog and a copy of the special booklet on Oil. York Ice Machinery Corporation, York, Penna. Headquarters Branches throughout the World.

YORK Headquarters for Mechanical Cooling since 1885
REFRIGERATION and AIR CONDITIONING

UNITED'S B. B. (BLOCK BAKED)
CORKBOARD INSULATION
PATENTED

INSULATION for

Cold Storages, Tanks, Refrigerators, etc.
Cork Pipe Covering for Brine and Ammonia Lines. Granulated and Regranulated Cork. Cork Brick and Cork Tile.

Literature on request.

Sales Offices in principal cities.

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KEARNY, N. J.

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TRUCK BODIES

*are Designed
for Your Use*

LUCE MFG. CO., LANSING, MICHIGAN

"C-B" Cold Storage Door

"The Better Door that Costs No More"

Users and contractors everywhere recognize the superior merits of "C-B" Cold Storage doors.

The fronts of standard doors, including the casing on the frame, are made of *high grade yellow pine*. On special orders, *oak* or other woods, as specified, will be furnished.

The Cincinnati Butchers' Supply Corporation
824 EXCHANGE AVE., U. S. YARDS
CHICAGO, ILLINOIS



THIS IS THE YORK DETECTIVE THAT SPOTTED THE TROUBLE

In the test, oil was charged through valve (1). A thermometer well (2) reaching into the center of the oil chamber, recorded the temperature of the oil. The thermometer (3) is for recording the gas temperature. (4) is a gauge glass for reading oil level. After expelling all air, ammonia gas was charged into the apparatus at gauge (5) pressure readings were taken.



REFRIGERATION and Air Conditioning

SAUSAGE Storage

Air Conditioning Maintains Product Quality

IN MANY meat packing and sausage manufacturing plants slime and mold on sausage are troublesome during the warmer months and difficult to prevent. Shriveling often is a problem in winter. Color fading to some degree has to be contended with at all seasons.

The suggested answer to these difficulties is air conditioning—maintenance of those conditions of temperature, humidity and air movement most suitable for sausage storage with the least deterioration, regardless of outside weather.

Experience indicates that a temperature of from 40 to 50 degs., depending on the season, and a humidity of close to 85 per cent, are most suitable in the sausage storage cooler. Unusual conditions in any plant may require deviations from these figures, but the packer who specifies them will have conditions as favorable for maintaining the quality of his products and reducing loss from shrink to a minimum as can be secured.

Summer and Winter Temperatures

In general it will be found more satisfactory to maintain a higher temperature in the sausage storage cooler during the summer than in the winter. The reason for this (as has been explained in previous issues of *THE NATIONAL PROVISIONER*) is that with the higher temperature and moisture conditions prevailing in the outdoor air during the summer, there is much less tendency for product from a higher temperature room to sweat while in transit from plant to retailer.

On the other hand, the lower room temperature in winter is more satisfactory, because whenever the temperature of any product containing water—particularly sausage—is reduced there is a corresponding moisture loss, shriveling and wrinkling of the casing. Moisture loss, therefore, detracts from the good appearance of the product and adds to selling difficulties.

Relative humidity in the sausage storage cooler should be maintained at approximately 85 per cent.

If shrinkage were the only factor to be taken into consideration, it would be

advisable to maintain an even higher humidity in this room. But when a higher humidity prevails there is danger that the salt in the product will attract the moisture in the air, causing the product to become wet, detracting from its good appearance and providing a suitable medium for the growth of mold and slime.

Savings in Shrink

That air conditioning in the sausage storage cooler, by reducing shrink, saves enough to quickly pay for the air conditioning equipment has been demonstrated in numerous meat packing and sausage manufacturing plants.

In a Chicago plant, for example, 400 lbs. of frankfurts placed in an air-conditioned sausage storage cooler at 11.50 one morning, and weighed at 9.50 the following morning, had decreased in weight only three tenths of 1 per cent. An equal quantity of liver sausage lost four tenths of 1 per cent of weight during the same time, and 400 lbs. of bologna lost only one fourth of 1 per cent in weight.

This cooler is 45 ft. long, 25 ft. wide, 12 ft. high and has a flat ceiling and therefore no obstructions to air flow. The cooler is air-conditioned with a unit cooler installed at the center of one side wall, and equipped with air outlets designed to maintain adequate air circulation, and consequently a constant temperature in all portions of the room.

Packing and Shipping

In smaller meat packing and sausage manufacturing plants, where sausage is wrapped, packaged and packed in the sausage storage cooler, it has been found advantageous to perform these operations in a section segregated from the remainder of the cooler. If permanent partial partitions cannot be constructed, the packing section may be inclosed with curtains of canvas, burlap or other suitable material extending from the ceiling to within a foot or two of the floor.

The purpose of a partial partition or curtains is to prevent circulation of air from that portion of the room in which packing is done to the hanging section, and consequent deposit of the moisture in this air—the result of breathing of employees and opening of doors—on the hanging product.

Separate Shipping Room

Sausage is not ordinarily removed from the sausage storage cooler to the shipping room for wrapping and packing. If for any reason this is required, then the assembling and shipping room should be air-conditioned. Otherwise there will be condensation of moisture on the product and conditions created suitable for growth of mold and slime.

In the shipping room, where products ordinarily remain but a short time, dew point temperature of the air is the im-



SOLVES SAUSAGE STORAGE COOLER PROBLEMS

Air conditioning in the sausage storage cooler not only soon pays for itself by reducing product shrink, but also makes selling easier by keeping products in prime condition.

portant condition to be regulated. This should be maintained below the temperature of the coldest unprotected product brought into the room.

Proper conditions of temperature, humidity and air movement are conveniently maintained in storage coolers and shipping rooms with unit coolers, whether brine or ammonia is the refrigerating medium to be employed.

Watch the "Classified" page for good, experienced men.

ARGENTINE BEEF SUBSIDY

Argentina's compensatory subsidy on beef exports to Great Britain has been reduced twice since January, in keeping with advances in price for chiller steers. Subsidy now amounts to about 27 cents per pound sterling of exchange resulting from beef sales to the United Kingdom. It is paid in favor of Argentine cattle producers by the National Meat Board as an offset to British import duties on beef. Total annual subsidy payments are limited to about \$5,000,000, which is regarded as about 33 per cent of extra charges resulting from British import duties.

FINANCIAL NOTES

Because of abnormal shortage of livestock in the territory from which John Morrell & Co. draws its supplies, and consequent unprofitable operations, and because of uncertainty of the future of supplies, directors of the company meeting this week decided to take no action on the dividend at this time. Dividends of 60 cents per share were paid in the two preceding quarters.

Geo. A. Hormel & Co. has declared a quarterly dividend of 25 cents on common stock and a quarterly dividend of \$1.50 on 6 per cent class A preferred shares, both payable on August 15 to shareholders of record on July 31.

Net income of Kroger Grocery and Baking Co. for the first 24 weeks of 1937 totaled \$1,397,810, equivalent to 77 cents a common share, as compared with \$984,840 and 54 cents a common share for the corresponding period last year. A. H. Morrill, president, told stockholders that winter floods cost them about 21 cents a common share in direct damage to property and inventory and that operating expenses had increased approximately 79 cents a common share due to wage increases, shorter hours and social security taxes.

Jewel Tea Co. has declared a quarterly dividend of \$1, payable September 20, to stockholders of record on September 3.

General Foods has declared a quarterly dividend of 50 cents, payable August 16, to shareholders of record on July 23.

PACKER AND FOOD STOCKS

Price ranges of listed stock, July 14, 1937, or nearest previous date, compared with a week ago.

	Sales.	High.	Low.	—Close.—
Week Ended	July 14	July 14.	July 14.	July 7.
Amal. Leather.	1,900	5%	5%	5%
Do. Pfd.	.....	.....	.....	87
Amer. H. & L.	2,200	7%	7%	7%
Do. Pfd.	200	40%	40%	40%
Amer. Stores.	1,000	18%	18%	18%
Armour Ill.	96,800	12%	12%	11%
Do. Pr. Pfd.	200	91%	91%	89
Do. Pfd.	200	103	103	103
Do. Del. Pfd.	500	106	106	106
Bechtel Pack.	100	114%	114%	110%
Bohach. H. C.	.....	.....	.....	6%
Do. Pfd.	.....	.....	.....	29%
Chick. Co. Oil.	2,000	19	18%	17
Childs Co.	1,900	11	11	11
Cudahy Pack.	400	38%	38%	37%
First Nat. Strs.	2,100	42	41%	41%
Gen. Foods.	7,200	38%	38	37%
Gobel Co.	4,500	5%	5%	5
Gr. A & P 1st Pfd.	125	83%	83%	83%
Do. New Pfd.	160	121	121	81
Hormel, G. A.	.....	.....	.....	20
Huggins Corp.	1,500	4%	4%	3%
Kroger G. & B.	6,000	2%	21%	20%
Libby McNeill.	6,250	13%	12%	12%
Mickeyberry Co.	950	3%	3%	3%
M. & H. Pfd.	20	5	5	3%
Morrell & Co.	600	32%	31	31
Nat. Tea.	800	7%	7%	7%
Froc. & Gamb.	3,300	54	54	59
Do. Pr. Pfd.	300	117%	116%	117%
Rath Pack.	50	22%	22%	22%
Safeway Strs.	2,300	35	34%	31%
Do. 5% Pfd.	30	95	95	95
Do. 6% Pfd.	80	101	101	109
Do. 8% Pfd.	230	109%	109	105
Stahl Meyer.	.....	.....	.....	3%
Swift & Co.	8,500	24%	24%	24%
Do. Int'l.	2,200	32	31%	30%
Truus Pork.	.....	.....	.....	8
U. S. Leather.	1,200	9%	9%	9%
Do. A.	1,100	17	17	17%
Do. Pr. Pfd.	.....	.....	.....	108
Wesson Oil.	2,200	45%	45%	46
Do. Pfd.	300	82%	81%	81%
Wilson & Co.	25,400	10%	10%	9%
Do. Pfd.	200	82	82	82

PAKICE
DOES IT
BETTER

Whatever your requirements for product icing or product cooling, PakIce will not only do it better but a great deal more economically. With a Vilter PakIce Machine you can make ice as you need it and when you need it, you can make it in the form best adapted to your needs — either briquette or crystal form. PakIce is automatic, requires little space; needs no special attendant. Costs little to install and pays for itself in a short time.

Write for complete bulletin of facts.

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BUYER'S GUIDE

to new machinery, equipment and supplies

MOTORS FOR MEAT PLANTS

A new line of fan-cooled squirrel-cage motors protected against abrasive dust, moisture and corrosion and designed for use in packinghouses and manufacturing plants, where severe service is required, has been announced by Westinghouse Electric & Mfg. Co. They may also be installed outdoors without protection.

Motor frame contains two sets of air ducts, one set internal and one external. Internal ducts are open in interior part of motor, and external ducts are open on outside of motor frame. These two sets of ducts are separated by a common wall.

The heat exchanger principle is used for cooling. An internal fan on rotor circulates warm internal air through internal ducts, walls of which are cooled by external fan blowing larger volumes of cool air through the external ducts, providing rapid transfer of heat from motor and insuring long insulation life.

Housing is designed so that fresh grease enters outside edge at top of bearing and excess or used grease is discharged at bottom inner edge to overflow sump. Since adding fresh grease automatically cleans used grease from bearing, it is unnecessary to incur the expense of periodically dismantling motor to clean bearings. Used or excess grease may readily be removed from overflow sump through a pipe plug opening. The cartridge type bearings are fully protected when rotor is removed.

TRAINLOAD OF SALT

A trainload of 25 cars of Worcester salt was recently shipped from the Worcester Salt Refineries at Silver Springs, N. Y. This trainload of salt was purchased by the merchants of Richmond, Va., and vicinity in addition to their regular normal shipments. Over 550 tons of salt were in this special shipment. Placed in barrels and piled end on end this amount of salt would make a tower over two miles high.

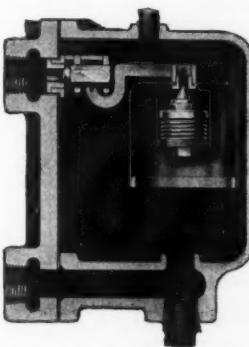
SHIPPING CONTAINERS

Robert Gair Co. has acquired the business, equipment and inventory of the Pa Pro Company, Utica, N. Y., and the Holyoke Fibre Box Co., Holyoke, Mass. The two corrugated shipping container units will be operated as the Pa Pro Containers division and the Holyoke Fibre Box division of Robert Gair Co.

Week Ending July 17, 1937

BUCKET TRAP

New inverted bucket trap shown in accompanying illustration has been added to the line of Sarco Co., Inc., New York City. Trap can be furnished with integral air by-pass carried inside bucket and consisting of a regular thermostatic trap element of balanced pressure type. This never requires setting,



FOR PRESSURES TO 500 LBS.

Inverted bucket trap, available with integral air bypass, in $\frac{1}{2}$ - to 2-in. sizes.

it is stated, and operates satisfactorily regardless of pressure fluctuations inside trap. Bodies are of ample size and heavy design. Traps are available in $\frac{1}{2}$ - to 2-in. sizes with bodies of cast iron for 125 lbs., semi-steel to 250 lbs. and cast steel up to 500 lbs. pressure. Valve heads and seats in all types are of stainless steel.

POINTS ON PACKAGING

"How to Seal Corrugated Shipping Boxes" is the title of a new pocket-size booklet published by the Hinde & Dauch Paper Co. This is packaging handbook No. 1 of a series to be issued from time to time by the manufacturers. While copies are being mailed to all users of H. & D. corrugated shipping boxes, free copies will be sent on request to anyone interested in better packaging and shipping. "How to Seal" devotes one chapter to each of the four main methods in common use: adhesives, gummed tape, stitching and metal straps or wires. Instructions and suggestions are brief and to the point.

Second handbook in the series, now in preparation, will bear the title, "How to Ship by Air Express." Packers and shippers are urged to keep these H. & D. handbooks as a permanent library of readily accessible information on many every-day packaging problems.

New Trade Literature

Centrifugal Pumps (NL 403).—Bulletin 5814F describing company's ball-bearing centrifugal pumps specially built for exacting requirements. Designed for electric motor, gasoline engine, steam turbine, dual motor and engine and dual motor and turbine drives.—Fairbanks, Morse Co.

Belt Conveyors (NL 404).—Specialized information on design and application of belt conveyors for handling all bulk material, together with listing and description of all belt conveyor equipment. Of special interest to belt conveyor user and designing engineer.—Chain Belt Co.

Pyrometers (NL 407).—Catalog No. 1101c, 16 pages and cover, illustrating and describing Celecrtay pyrometers of various types for recording and controlling. Principle of operations of these instruments, in which a beam of light is used, is said to provide simplicity, accuracy and sensitivity.—C. J. Tagliabue Mfg. Co.

Lubrication (NL 408).—Three booklets, first of series, under the general title "Panorama of Lubrication," in which the subject is discussed from a non-technical angle. Of much interest to the meat plant engineer, master mechanic, maintenance man, etc.—Shell Petroleum Corp.

Ammonia Masks (NL 409).—A device that is a necessity in every meat packing and sausage manufacturing plant described in a 4-page, 2-color folder. Workers are shown using this mask, approved by U. S. Bureau of Mines.—Mine Safety Appliance Co.

To obtain information on new trade literature mentioned in THE NATIONAL PROVISIONER, write:

Editor THE NATIONAL PROVISIONER:

Please send, without obligation, publications listed below. (Give key number only):

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ALL KINDS—ALL SIZES

and each one has exclusive
ADELMANN features!

You can select an Adelmann Ham Boiler, in any price range, and be sure that you've got the *best* retainer for your money.

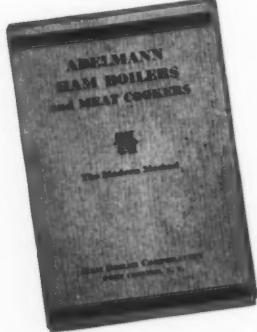
EVERY Adelmann Ham Boiler is equipped with elliptical yielding springs and self-sealing cover. Each has sturdy, easy-to-clean construction. Each is equally efficient. Adelmann Ham Boilers are made in many sizes—several shapes. Specials in Cast Aluminum made to order.

ADELmann NIROSTA (STAINLESS) STEEL BOILERS are the finest that money can buy. Retainer body and cover each drawn from single sheets of stainless metal—no seams, no welds. Impervious to rust or corrosion. The most economical boiler you can use.

ADELmann CAST ALUMINUM BOILERS are of alloy tested and approved by U. S. Navy to better withstand salt corrosion. Ample strength for any requirement; easy to clean design. The standard for ham boiler comparisons.

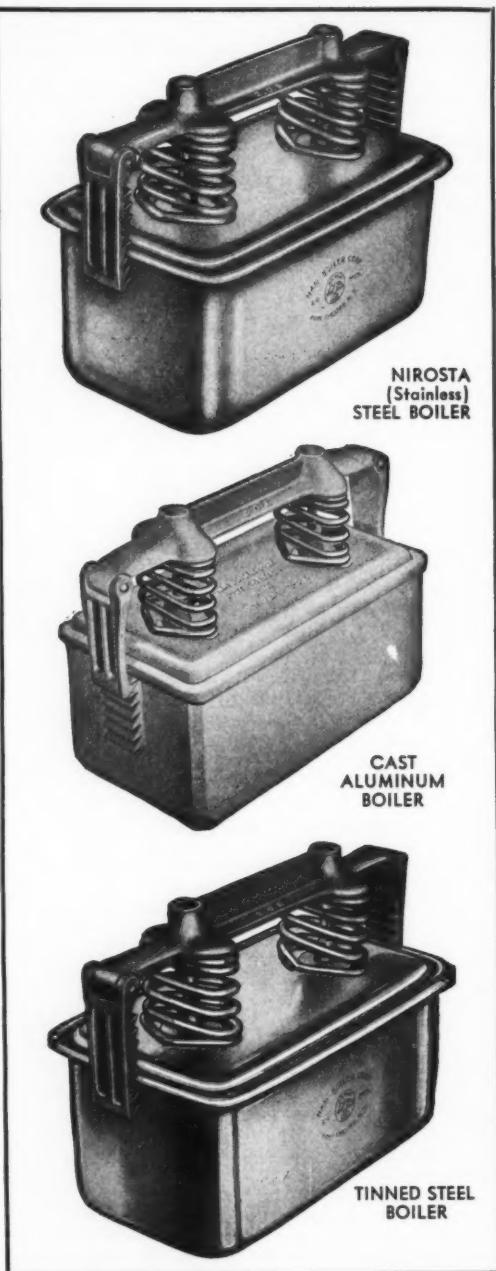
ADELmann TINNED STEEL BOILERS have all regular Adelmann features. Drawn from sheet steel, heavily tinned. Will give long, profitable service. The most reasonably priced boiler you can buy.

ADELmann—"The Kind Your Ham Makers Prefer"



THE MODERN METHOD

For details and specifications of Adelmann Ham Boilers and allied Meat Cooking Equipment, *send for your copy of this free book*. It gives operating pointers and trade-in schedules.



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European Representatives: R. W. Bollans & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London—Australian and New Zealand Representatives: Gollin & Co., Pty. Ltd., Offices in Principal Cities—Canadian Representative: C. A. Pemberton & Co., Ltd., 189 Church St., Toronto.

Provisions and Lard

WEEKLY MARKET REVIEW

MEATS Move Out of STORAGE

MEAT and lard stocks—the size of which has given some concern since the close of the winter packing season—are coming in handy during the current period of short hog supplies. There was a big movement of meats out of storage during June, when stocks of pork meats declined 83,000,000 lbs. Quantity of pork going into the freezer or into cure during the month was approximately 35,000,000 lbs. less than in the same month a year ago.

Stocks of pork meats on hand July 1 totaled 580,825,000 lbs. On June 1 stocks totaled 663,657,000 lbs. and on July 1, 1936, the total was 435,130,000 lbs., with the 5-year-average for July 1, 598,773,000 lbs. Cured or frozen beef on hand July 1 this year totaled 64,500,000 lbs. On June 1 beef stocks totaled 86,168,000 lbs. and the 5-year-average for July 1 was 41,478,000 lbs.

Total stocks of beef, pork, lamb and trimmings and edible offal on hand July 1 amounted to 716,873,000 lbs. This was a decline of nearly 120,000,000 lbs. in

all meats in storage during June. On July 1, 1936, total meat stocks were 534,407,000 lbs., and the drop in stocks during June was only about 16,000,000 lbs. Five-year-average of all meat stocks on July 1 was 699,892,000 lbs.

Lard stocks continue high, although there was a decline of some 9,000,000 lbs. during June, while in June a year ago stocks increased 7,000,000 lbs. Quantity on hand on July 1, 1937 was 185,567,000 lbs., a year ago 106,774,000 lbs. and the five-year-average for July 1 was 140,640,000 lbs.

(See storage stocks tables on page 33.)

Continued shortage of hogs appears in prospect, and with marketing of the season's sow crop finished it is probable that current lard production will show considerable decline, calling for still heavier demands on lard in storage.

Both meats and lard have accumulated rather heavy carrying charges, which offset in part the lower price at which this product was put down. This factor,

together with current heavy cutting losses on hogs, can easily overcome any advantage which might accrue to packers through the present storage situation. *Moving all product on a good merchandising basis* can well be considered as particularly important during the balance of the fiscal year, when *margin rather than volume must be the dominating factor* in the pork division of the business.

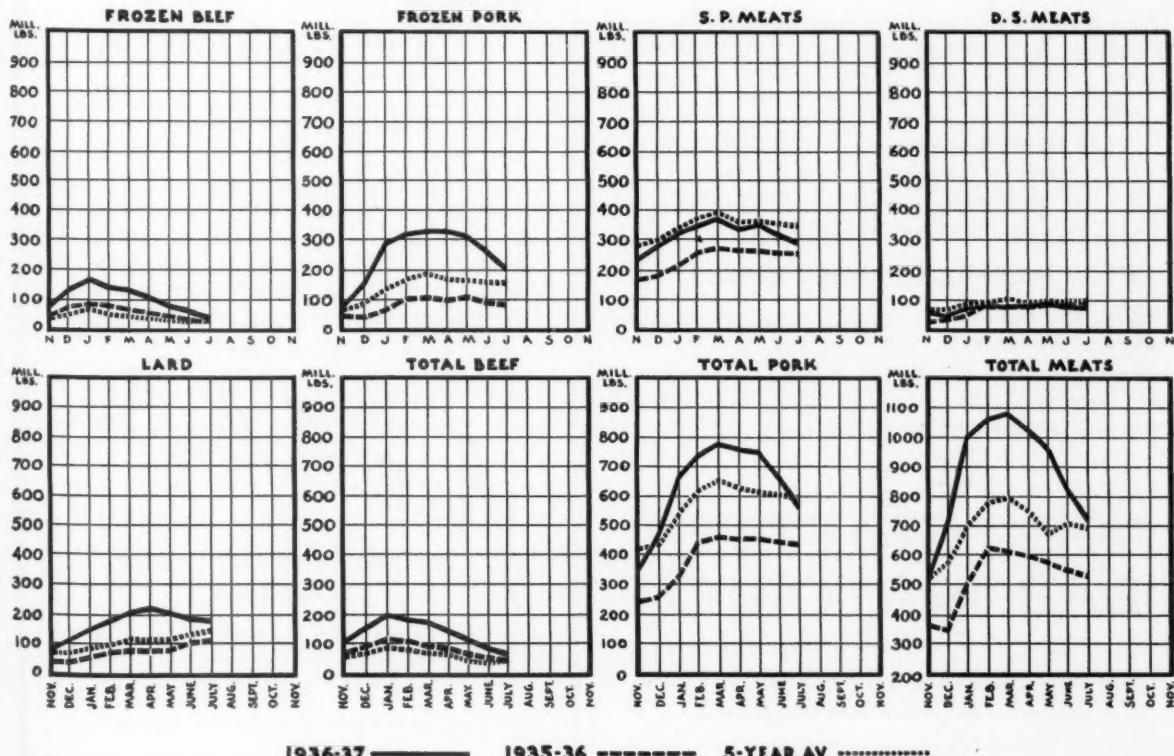
This chart in THE NATIONAL PROVISIONER DAILY MARKET SERVICE series shows trend of storage stock accumulations during the packer fiscal year beginning November 1, 1936, compared with a year ago, and the 5-year-average for each month of the year to date.

Lard and Provision Trading

TRADING was active in the futures market for lard and hog products during the past week and prices backed and filled over a modest range. The undertone was very steady. The advance of the previous week served to bring

STORAGE STOCKS OF MEAT AND LARD

IN THE UNITED STATES—U. S. GOVERNMENT REPORT



Week Ending July 17, 1937

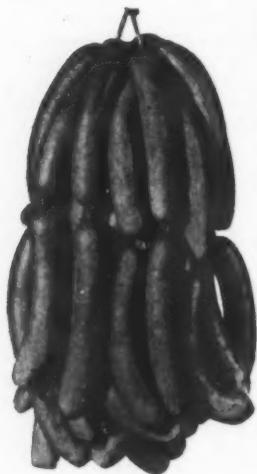
Page 25

PRAGUE POWDER

Registered U. S. Patent Nos. 2054623, 2054624, 2054625, 2054626

— This is the Season —

Many Packers miss out on their most profitable items. The housewife likes your "tasty specialties." You can make Meat Loaves. Ask us for many choice formulas. Ask for our delicious Loaf Seasonings.



The boys love hot juicy Franks. This tells you a better way to make them. Try it.

Fresh meats made into Smoked Sausage in few hours.

Take chilled meats, put them through grinder, and bring to the chopper. Add all ingredients in silent cutter or chopper. Chop to satisfy ideals. Take direct to stuffer and on to smoking racks. When ready, go to smoke house.

This product will save you a lot of handling and shrinkage. Try a few choppers and watch results.

In hot weather keep a Sharp Lookout for unsanitary conditions. "Keep Clean"—use our Erado Germicide and kill the Mold Spores before they hatch.

ERADO—An Approved Germicide

ERADO fills the need for a safe, non-poisonous and inexpensive germicide. It will not rust or corrode any metal with which it comes in contact. It is efficient even when used in the small quantities recommended. Its action is quick and dependable.

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The HODDERSON Ham Boiler



with
FOUR SPRINGS
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EVEN PRESSURE

Four springs that absolutely guarantee firm, steady pressure over entire cover surface. The Double Type Ratchet Bar gives a positive grip that prevents any possible shifting of cover while boiling or cooking. Thus, natural juices are retained, flavor is preserved and product is thoroughly uniform. Send for catalog and prices.

KEATING Equipment Co.

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NEW YORK CITY

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"VALUE . . . is the desirability or worth of a thing as compared with the desirability of something else."

When you buy from CAHN, you boost the value of your stockinette-dollar. You get more for your money because every stockinette is guaranteed to give more-than-adequate protection . . . to impart perfect uniformity of genuine high quality to all your meat products.

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about some specula-profit taking but the reactionary tendency was more or less due to an easier trend in the hog market and some hedging pressure.

The declines did not get very far as the hog run continued comparatively small and packinghouse and trade interests were buyers of lard futures on a scale downward. Strength in grains led at times to buying and covering in provisions while there was some selling based on good weather conditions for the corn crop.

The U. S. Department of Agriculture report placed the corn crop outlook as of July 1 at 2,572,000,000 bu. against the small 1936 crop of 1,524,000,000 bu. and the final 1935 crop of 2,297,000,000 bu.

The open interest in the lard market varied during the week but displayed little net change, amounting on Wednesday of this week to 133,200,000 lbs. against 132,200,000 lbs. on July 7.

There was no particular cash demand for products but reports showed that a good steady routine trade was passing. Statistics indicate that stocks have been on the decrease as a result of the light hog marketings. There is some belief that the market will experience a light run of hogs for the next two or three months and that there will be sharp inroads into stocks during that time. It is expected that employment conditions will continue good and perhaps show some improvement.

Some in the trade look for more hogs late this year or early in 1938. It is believed that packers with large stocks on hand will take advantage of the moderate hog marketings to work off the relatively large available supplies.

United States cold storage holdings of lard decreased 8,910,000 lbs. during June to 185,567,000 lbs., against 194,477,000 lbs. on June 1 and 106,774,000 lbs. on July 1, 1936. Stocks of meats in storage on July 1 totaled 716,873,000 lbs. against 835,424,000 lbs. the previous month and 534,407,000 lbs. a year ago.

Receipts of hogs at Western packing points last week totaled 169,100 head, against 211,500 the previous week and 325,200 the same week last year. The average price of hogs at the beginning of this week at Chicago was \$11.45, against \$9.15 a year ago, \$9.30 two years ago and \$4.60 three years ago. Top hogs at Chicago at mid-week were at \$12.35 compared with \$12.75 the previous week.

The recent high on top hogs at Chicago was \$12.95 from which there has been a reaction of 60c.

The average weight of hogs received at Chicago last week was 269 lbs. compared with 266 lbs. the previous week, 268 lbs. a year ago and 254 lbs. two years ago.

Consumption of lard in the United States during May amounted to 51,496,000 lbs. compared with 67,821,000 lbs.

(Continued on page 33.)

Hog Cut-Out Results

CUTTING losses on hogs this week, while too high to be absorbed, were considerably less than those of a week ago. Unsatisfactory fresh pork markets and somewhat larger hog receipts combined to reduce hog prices and bring them a little closer to values.

Heavy butcher hogs suffered the greatest price declines, kinds weighing 180 to 240 lbs. and over being discriminated against. This was accounted for in part by heavy receipts of packing sows some of which could be substituted for good grades of butchers. Runs at Chicago often included 50 p. c. packing sows.

Most good and choice hogs weighing 180 to 240 lbs. moved at \$12.15 to \$12.50, only one load going as high as \$12.55. This is a considerable decline from the top of \$12.90 earlier in the month.

Pork trade during the first half of July was dull, the extremely hot weather adding to unwillingness of consumers to purchase pork meats in liberal quantities at prevailing price levels.

The test on this page applies only to good butcher hogs of the weights shown. While the prices applying to these hogs are high, yields are equally high. Results secured should not be applied to poorer quality hogs, tests on which should be worked out on the basis of quality and yield. Prices and costs used are representative of Chicago conditions.

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER DAILY MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.
180-220 lbs.									
Regular hams	14.00	20.3	\$ 2.84	13.70	19.8	\$ 2.71	13.40	19.0	\$ 2.55
Picnics	5.70	16.7	.95	5.40	15.9	.86	5.10	13.8	.70
Boston butts	4.00	24.1	.96	4.00	24.1	.96	4.00	24.1	.96
Loins (blade in)	9.80	28.1	2.75	9.50	24.4	2.32	9.00	20.8	1.87
Bellies, S. P.	11.00	20.0	2.20	9.70	19.1	1.85	3.10	18.4	.57
Bellies, D. S.	.....	.....	.....	2.00	15.5	.31	9.40	15.4	1.45
Fat backs	1.00	12.1	.12	3.00	12.5	.38	5.00	13.0	.65
Plates and jowls	2.50	12.7	.32	2.50	12.7	.32	3.00	12.7	.38
Raw leaf	2.10	12.1	.25	2.20	12.1	.27	2.10	12.1	.25
P. S. lard, rend, wt.	11.30	12.1	1.37	11.10	12.1	1.33	10.20	12.1	1.23
Spareribs	1.60	15.0	.24	1.60	15.0	.24	1.50	15.0	.23
Trimmings	3.00	13.8	.41	2.80	13.8	.39	2.70	13.8	.37
Feet, tails, neckbones	2.00	.....	.09	2.00	.....	.09	2.00	.....	.09
Offal and misc.	.....	.....	.43	.....	.....	.43	.....	.....	.43
TOTAL YIELD AND VALUE	68.00		\$12.93	69.50		\$12.46	70.50		\$11.73
Cost of hogs per cwt.		\$12.32			\$12.22			\$11.86	
Condemnation loss		.06			.06			.06	
Handling & overhead		.89			.79			.72	
TOTAL COST PER CWT ALIVE		\$13.27			\$13.07			\$12.64	
TOTAL VALUE		12.93			12.46			11.73	
Loss per cwt.		.34			.61			.91	
Loss per hog		.68			1.46			2.55	

MEAT IMPORTS AT NEW YORK

For week ended July 9, 1937:

Point of origin.	Commodity.	Amount Lbs.
Argentine	Canned meat	230,920
	—Edible tallow	111,136
	—D. S. bellies	3,975
	—Brisket beef in tins	4,800
Cuba	Fresh frozen beef tenderloins	181
Brazil	Canned corned beef	285,000
Canada	Smoked pork	7,761
	—Fresh chilled pork cuts	22,870
	—Fresh chilled calf livers	420
	—Fresh chilled beef cuts	32,878
Czechoslovakia	Cooked ham in tins	169
Denmark	Cooked ham in tins	28,202
	Liverpaste in tins	546
	Cooked shoulders in tins	68
	Cooked picnics in tins	23,202
	—Salami	1,157
	—Smoked pork	4,825
	—D. S. bellies	88
England	Smoked bacon	13,707
Germany	Smoked sausage	1,400
	—D. S. bellies	2,493
	Cooked pork in tins	41,917
Holland	Cooked pork in tins	381,976
	Luncheon meat in tins	54,848
	Liverpaste in tins	472
	Smoked ham	2,064
	—Cooked sausage	720
	—Luncheon meat in tins	54,848
	—Liverpaste in tins	473
	—Smoked ham	2,084
	—Cooked sausage in tins	720
Hungary	Cooked pork in tins	204,063
	—Salami	1,102
Irish Free State	Smoked bacon	2,896
Italy	Sausage	2,549
Latvia	Cooked ham in tins	19,456
Lithuania	Cooked pork in tins	11,482
	—Fresh frozen pork hams	9,141
Poland	Smoked sausage	8,378
	—Salami	550
	Luncheon meat in tins	16,128
	—Fresh frozen pork cuts	51,453
	—Cooked pork in tins	508,040
	—Liverpaste in tins	48
	—Smoked bacon	10,808
Uruguay	Canned corned beef	90

PORK PRODUCTS EXPORTS

Exports of provisions originating in the United States and Canada and Atlantic and Gulf ports:

	Week ended July 10, 1937.	Week ended July 11, 1936.	Nov. 1 1936 to July 10, 1937.
PORK.			
To	bbis.	bbis.	bbis.
United Kingdom	.....	10	.....
Continent	.....	261	.....
Total	.....	271	.....
BACON AND HAM.			
M lbs.	M lbs.	M lbs.	M lbs.
United Kingdom	660	960	90,538
Continent	.....	88	.....
West Indies	1	1	215
B. N. A. Colonies	.....	20	.....
Other Countries	.....	3	.....
Total	661	970	90,864
LARD.			
M lbs.	M lbs.	M lbs.	M lbs.
United Kingdom	2,066	3,855	69,497
Continent	15	190	2,182
Sth. and Ctl. America	.....	42	1,039
West Indies	64	92	3,830
B. N. A. Colonies	.....	137	.....
Other Countries	.....	6	.....
Total	2,145	4,179	76,691

TOTAL EXPORTS BY PORTS.

From	Pork, bbis.	Bacon and Ham, M lbs.	Lard, M lbs.
New York	.....	91	110
New Orleans	.....	.....	62
Montreal	.....	569	1,971
Halifax	.....	1	3
Total week	661	2,145	.....
Previous week	5	601	1,765
2 weeks ago	.....	670	899
Cor. week 1936	.....	970	4,179

SUMMARY NOV. 1, 1936 TO JULY 10, 1937.

De-	1936-'37.	1935-'36.	Increase, decrease.
Pork, M lbs.	54	227	.....
Bacon and Ham, M lbs.	90,864	64,338	26,526
Lard, M lbs.	76,691	72,517	4,180

Chicago Provision Markets

REPORTED BY THE NATIONAL PROVISIONER DAILY MARKET SERVICE

FUTURE PRICES

SATURDAY, JULY 10, 1937.

Open. High. Low. Close.

LARD—

July	12.07 1/2	12.07 1/2	12.02 1/4	12.05b
Sept.	12.37 1/2	12.37 1/2	12.30	12.35
Oct.	12.45	12.45	12.37 1/2	12.42 1/4
Dec.	12.30-25	12.30	12.20	12.27 1/2b
Jan.	.....	.....	.....	12.22 1/2b

CLEAR BELLIES—

July	.....	.....	16.00ax	.....
Sept.	.....	.....	16.90ax	.....

MONDAY, JULY 12, 1937.

LARD—

July	12.00	12.05	11.95	12.02 1/4b
Sept.	12.30	12.35	12.25	12.30ax
Oct.	12.37 1/2	12.40	12.32 1/2	12.40ax
Dec.	12.15	12.22 1/2	12.12 1/2	12.20
Jan.	12.10	12.15	12.10	12.15b

CLEAR BELLIES—

July	.....	.....	15.90ax	.....
Sept.	.....	.....	16.80ax	.....

TUESDAY, JULY 13, 1937.

LARD—

July	12.15	12.17 1/2	12.10	12.12 1/2b
Sept.	12.40	12.42 1/2	12.35	12.40ax
Oct.	12.50	12.50	12.45	12.47 1/2b
Dec.	12.30	12.32 1/2	12.27 1/2	12.30
Jan.	12.25	.....	.....	12.27 1/2ax

CLEAR BELLIES—

July	.....	.....	15.80ax	.....
Sept.	16.52 1/2	.....	16.52 1/2b	.....

WEDNESDAY, JULY 14, 1937.

LARD—

July	12.15	12.17 1/2	12.10	12.12 1/2b
Sept.	12.40	12.42 1/2	12.35	12.40ax
Oct.	12.50	12.50	12.45	12.47 1/2b
Dec.	12.30	12.32 1/2	12.27 1/2	12.30
Jan.	12.25	.....	.....	12.27 1/2ax

THURSDAY, JULY 15, 1937.

LARD—

July	12.12 1/2	12.17 1/2	12.12 1/2	12.15b
Sept.	12.37 1/2	12.37 1/2	12.32 1/2	12.37 1/2b
Oct.	12.45	12.47 1/2	12.42 1/2	12.45b
Dec.	12.27 1/2	12.30	12.22 1/2	12.30
Jan.	12.25	.....	.....	12.25b

CLEAR BELLIES—

July	15.75	.....	15.75	.....
Sept.	16.80	.....	16.80	40-50

FRIDAY, JULY 16, 1937.

LARD—

July	12.12 1/2-10	12.20	12.10	12.17 1/2
Sept.	12.20-30	12.45	12.30	12.37 1/2b
Oct.	12.50	12.55	12.45	12.45b
Dec.	12.27 1/2	12.35	12.27 1/2	12.32 1/2b
Jan.	12.25	12.30	12.25	12.27 1/2ax

CLEAR BELLIES—

July	.....	.....	15.87 1/2b	.....
Sept.	.....	.....	16.80n	.....

CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for the week ended July 10, 1937, were as follows:

Week July 10. Previous week. Same week '36.

Cured meats, lbs. 17,547,000 21,332,000 17,576,000

Fresh meats, lbs. 35,754,000 43,146,000 43,736,000

Lard, lbs. 1,529,000 1,682,000 2,089,000

MEAT AND LARD EXPORTS

Exports of bacon and lard through port of New York during week ended July 16, 1937 totaled 111,260 pounds of bacon and 18,320 lbs. of lard.

CASH PRICES

Based on actual carlot trading Thursday, July 15, 1937.

REGULAR HAMS.

Green. *S.P.

12 1/2 21 1/2

13 1/2 22 1/2

14 1/2 23 1/2

15 1/2 24 1/2

16 1/2 25 1/2

17 1/2 26 1/2

18 1/2 27 1/2

19 1/2 28 1/2

20 1/2 29 1/2

21 1/2 30 1/2

22 1/2 31 1/2

23 1/2 32 1/2

24 1/2 33 1/2

25 1/2 34 1/2

26 1/2 35 1/2

27 1/2 36 1/2

28 1/2 37 1/2

29 1/2 38 1/2

30 1/2 39 1/2

31 1/2 40 1/2

32 1/2 41 1/2

33 1/2 42 1/2

34 1/2 43 1/2

35 1/2 44 1/2

36 1/2 45 1/2

37 1/2 46 1/2

38 1/2 47 1/2

39 1/2 48 1/2

40 1/2 49 1/2

41 1/2 50 1/2

Ampol Brand

•

B. E. G. Brand

•

Gdynia Brand

•

Hallmark Brand

•

Mello Brand

•

O. R. B. Brand

•

Oscar Robinson Brand



Polish Standard Brand

•

Polka Brand

•

Polo Brand

•

Polpen Brand

•

R. E. D. Brand

•

Warsaw Brand

PROVISION TRADING

(Continued from page 27.)

Rib. in April and 53,519,000 lbs. in May, 1936. Lard exports in May totaled 13,603,000 lbs. compared with 8,290,000 lbs. the previous month and 10,974,000 lbs. in May, 1936.

PORK.—Demand was fair and the market was very steady at New York. Mess was quoted at \$36.12 1/2 per barrel, and family, \$35.12 1/2 per barrel.

LARD.—Demand was fair and the market was about steady at New York. Prime western was quoted at \$12.60@12.70; middle western, \$12.50@12.60; New York City in tierces, 12 1/2@12 3/4c, in tubs, 13 1/2c; refined continent, 13@13 1/2c; South America, 13 1/2c; Brazil kegs, 13 1/2c, and shortening in carlots, 12 1/2c, smaller lots, 13c.

At Chicago, regular lard in round lots was quoted at 5c over July; loose lard, 2 1/2c under July, and leaf lard, 4 1/2c over July.

(See page 39 for later markets.)

BEEF.—Demand was fair and the market was steady at New York. Family was quoted \$23.00@24.00 per bbl.

STORAGE STOCKS

Record of storage stocks in the United States at the end of each month from January 1, 1934, to July 1, 1937, inclusive:

(See chart on page 25.)

1934.

	Frozen pork.	S. P. pork.	D. S. pork.	Lard.	Lbs. (000 omitted)
Jan. 1	129,763	402,632	97,301	132,510	
Feb. 1	177,292	442,438	110,674	168,756	
Mar. 1	184,536	438,069	113,208	177,560	
Apr. 1	167,436	381,248	108,538	173,775	
May 1	165,772	381,633	107,919	179,441	
June 1	166,130	376,631	98,294	182,576	
July 1	167,463	369,293	91,209	195,973	
Aug. 1	181,251	370,695	91,617	209,497	
Sept. 1	151,844	326,379	63,782	167,155	
Oct. 1	130,235	335,219	58,780	127,847	
Nov. 1	123,677	330,578	50,682	105,519	
Dec. 1	158,675	360,332	52,906	103,827	

1935.

	Frozen pork.	S. P. pork.	D. S. pork.	Lard.	Lbs. (000 omitted)
Jan. 1	230,866	387,856	68,841	118,107	
Feb. 1	226,487	374,600	69,769	112,111	
Mar. 1	220,719	376,807	73,789	110,508	
Apr. 1	203,294	350,291	73,577	104,861	
May 1	177,837	315,779	71,265	101,224	
June 1	147,991	290,718	66,307	91,708	
July 1	115,643	264,863	64,799	84,680	
Aug. 1	83,119	225,560	61,231	68,435	
Sept. 1	65,689	205,476	54,084	53,537	
Oct. 1	51,013	185,550	41,042	45,350	
Nov. 1	37,693	174,329	28,641	40,702	
Dec. 1	36,048	186,177	30,984	37,906	

1936.

	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
Jan. 1	58,270	213,670	54,837	52,718
Feb. 1	103,153	253,225	79,664	75,660
Mar. 1	101,724	267,616	82,078	78,725
Apr. 1	98,397	263,404	88,348	76,814
May 1	102,031	265,204	90,167	83,615
June 1	96,445	258,170	85,903	82,500
July 1	89,543	258,589	84,774	80,774
Aug. 1	91,941	252,345	83,675	117,026
Sept. 1	91,883	241,506	87,459	110,561
Oct. 1	76,590	219,534	65,484	101,796
Nov. 1	75,280	236,821	50,856	94,748
Dec. 1	144,308	275,382	43,710	108,768

1937.

	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
Jan. 1	285,786	314,593	66,512	145,800
Feb. 1	321,663	341,295	75,559	182,709
Mar. 1	325,036	366,462	96,345	202,476
Apr. 1	328,383	338,230	89,164	217,227
May 1	316,670	348,616	91,068	200,444
June 1	261,945	317,223	84,486	194,477
July 1	204,881	293,935	82,009	185,567

CHICAGO MID-MONTH STOCKS

Stocks of meat and lard on hand in Chicago, July 14, 1937, with comparisons:

	July 14, 1937.	June 30, 1937.	July 14, 1936.
P. S. lard, lbs.	108,241,074	111,455,661	52,936,994
Other lard, lbs.	3,613,405	4,312,610	4,813,327
D. S. Cl. bellies ¹	15,221,353	14,650,244	11,268,663
D. S. Rib bellies ¹	1,040,093	986,947	1,538,292
Ex. Sh. Cl. sides ¹	1,500	1,600	4,800

¹Made since Oct. 1, 1936.

Arbogast & Bastian Company

MEAT PACKERS and PROVISION DEALERS

WHOLESALE SLAUGHTERERS OF

CATTLE, HOGS, SHEEP AND CALVES

U. S. GOVERNMENT INSPECTION

ALLENTOWN, PA.

Wilmington Provision Company

TOWER BRAND MEATS

Slaughterers of Cattle, Hogs,

Lambs and Calves

U. S. GOVERNMENT INSPECTION

WILMINGTON

DELAWARE

Week Ending July 17, 1937

Page 33

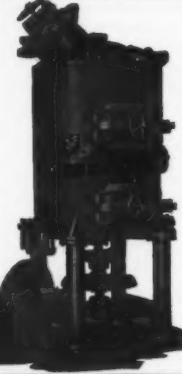
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LARD COOKER

Produces in one operation a refined lard, white, odorless, high smoke point, from all types of fat. Write for further information and catalogs.

THE FRENCH OIL MILL MACHINERY CO.
Piqua Ohio



SMITH, BRUBAKER & EGAN
ARCHITECT & ENGINEERS
30 No. LaSALLE ST. CHICAGO, ILLINOIS.

SERVING THE MEAT PACKING INDUSTRY

BY-PRODUCTS MARKETS

Chicago, July 15, 1937.

Blood.

Blood market firmed up somewhat with prices quoted c.a.f. Chicago. South American ground quoted at \$3.60, c.i.f.

Unit. Ammonia.
Unground \$3.10@3.15

Digester Feed Tankage Materials.

Market for feeding tankage reflects more strength than in recent weeks. Second quality 6 to 10 per cent goods is nominal at \$3.25@3.35 & 10c.

Unground, 10 to 12% ammonia \$3.35 & 10c
Unground, 6 to 10%, choice quality \$4.00 & 10c
Liquid stick \$2.75

Packinghouse Feeds.

Considerable firmness evident in market for packinghouse feeds, at quoted prices.

Carlots, Per ton
Digester tankage meat meal, 60% \$52.50
Meat and bone scraps, 50% \$50.00
Raw bone meal for feeding \$45.00

Bone Meals (Fertilizer Grades).

Little change in market for steamed bone meal from a week ago, prices firm.

Steam, ground, 3 & 50 \$25.50
Steam, ground, 2 & 26 \$24.00

Fertilizer Materials.

Market largely nominal with prices f.o.b. Chicago.

High grd. tankage, ground, 10@11% am. \$3.25@ 3.35 & 10c
Bone tankage, ungrd., low gr., per ton \$22.00
Hoof meal \$3.65

Gelatin and Glue Stocks.

Market quiet and nominal.

Calf trimmings \$37.50
Pickled sheep trimmings \$37.50
Sinew, plies \$28.00
Cattle jaws, skulls and knuckles \$35.00
Hide trimmings \$26.00
Pig skin scraps and trim, per lb., l.c.l. \$5.50

Dry Rendered Tankage.

Market firm with good grades moving at 80c production points. Some low testing product at 82 1/2@85c, Chicago. Some medium grade material selling as low as 72 1/2c.

Hard pressed and expeller unground per unit protein \$7.77@.80
Soft prd. pork, ac. grease & quality, ton \$55.00
Soft prd. beef, ac. grease & quality, ton \$45.00

Horns, Bones and Hoofs.

Good demand for house run hoofs for

early delivery or on contract. Junk bones easy.

Per ton.

Horns, according to grade \$45.00@75.00
Cattle hoofs \$50.00@55.00
Junk bones \$20.00@22.00

(Note—Forgoing prices are for mixed carloads of unassorted materials indicated above.)

Animal Hair.

April to October take-off can be moved at \$45.00@50.00 per ton.

Coil and field dried hog hair 2 1/4c@ 4c
Processed, black winter, per lb. 6 1/2c@ 10c
Cattle switches, each* 2 1/4c@ 2 1/2c

*According to count.

LARD AND GREASE EXPORTS

Exports of lard from New York City, week of July 10, 1937, totaled 109,910 lbs.; greases 488,400 lbs.; stearine none; tallow none.

TALLOWS AND GREASES

(Loose, basis Chicago.)

Per lb.

Edible tallow	8% @ 9
Prime packers tallow	8% @ 8
No. 1 tallow, 10% f.f.a.	8% @ 8
Special tallow	8% @ 8 1/2
Choice white grease	9% @ 9 1/2
A-White grease, 4% acid	8 1/2% @ 8 1/2
B-White grease, maximum 5% acid	8 1/2% @ 8 1/2
Yellow grease, 16-20 f.f.a.	8% @ 7 1/2
Brown grease, 40 f.f.a.	7 1/2% @ 7 1/2

GEO. H. JACKLE

Broker

Offerings Wanted of:
Tankage, Blood, Bones
Cracklings, Hoofs

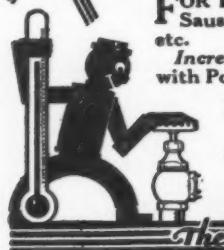
405 Lexington Ave.
New York City

Automatic TEMPERATURE CONTROL

FOR Hot Water Heaters, Hog Scalding and Dehairing, Ham and Sausage Cooking, Smoke Houses, Storage and Thawing Rooms, etc.

Increase your profits and improve the quality of your product with Powers Automatic Temperature Control. Stop spoiled products and waste of steam due to overheating caused by errors of hand control. Write for bulletins.

Over 40 Years of Specialization in Temperature Control
2725 Greenview Ave., Chicago—231 E. 46th St., New York
ALSO 41 OTHER CITIES



POWERS REGULATOR CO.

from \$3.30@3.40, sellers now holding firm at \$3.50 and 10c.

Feed buyers have been picking up cracklings and the market is firm at 80c.

Large quantities of Japanese fish meal are being offered at around \$47.00 @48.00 per ton.

There is some talk of a possible strike of the fishermen in Chesapeake Bay and if this happens, it would seriously curtail production of fish scrap.

FERTILIZER MATERIALS

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports; July	@27.50
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York.....	nominal
Blood, dried, 16% per unit.....	@ 3.50
Fish scrap, dried, 11% ammonia, 10% B. P. L. f.o.b. fish factory.....	4.00 & 10c
Fish meal, foreign, 11½% ammonia, 10% B. P. L. c.i.f. spot.....	@49.50
July, Aug. shipment.....	@47.00
Fish scrap, acidulated, 7% ammonia, 3% A.P.A., f.o.b. fish factories.....	3.00 & 10c
Soda nitrate, per net ton: bulk, July-Oct.	@26.50
in 200-lb. bags, July.....	@27.80
in 100-lb. bags, July.....	@28.50
Tankage, ground, 10% ammonia, 15% B. P. L. bulk.....	3.50 & 10c
Tankage, unground, 10-12% ammonia, 15% B. P. L. bulk.....	3.50 & 10c

Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	@26.50
Bone meal, raw, 45% and 50%, in bags, per ton, c.i.f.	@34.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% fat.....	@ 8.50

Dry Rendered Tankage.

50% unground	@80c
60% unground	@75c

COTTONSEED PRODUCTS PRODUCED AND CONSUMED

For eleven months ended June 30, 1937 and 1936, as reported by Department of Commerce:

COTTON SEED RECEIVED, CRUSHED, AND ON HAND (TONS).

	Received at mills* Aug. 1 to June 30,		Crushed Aug. 1 to June 30,		On hand at mills June 30,	
	1937.	1936.	1937.	1936.	1937.	1936.
United States	4,484,972	3,727,770	4,460,823	3,781,296	45,840	36,040
Alabama	333,501	291,120	333,853	296,168	365	942
Arkansas	42,417	264,685	450,012	294,177	2,331	2,917
California	74,453	93,600	100,918	92,351	7,193	1,098
Georgia	476,574	425,705	471,853	446,189	6,361	1,084
Louisiana	241,352	175,927	242,825	180,953	2,01	7
Mississippi	832,659	524,739	813,832	525,443	20,843	12,308
North Carolina	232,880	223,577	233,119	230,521	451	3,133
Oklahoma	82,997	192,229	83,299	193,481	753	991
South Carolina	221,387	208,030	222,138	208,944	434	847
Tennessee	356,770	231,446	356,881	234,391	700	1,461
Texas	917,608	962,510	921,774	974,622	5,710	10,300
All other states	163,074	104,202	162,847	104,326	498	261

*Includes seed destroyed at mills but not 21,926 tons and 89,575 tons on hand Aug. 1 nor 95,494 tons and 58,247 tons reshipped for 1937 and 1936 respectively.

COTTONSEED PRODUCTS MANUFACTURED, SHIPPED OUT, AND ON HAND.

Season.	On hand August 1.	Produced Aug. 1	Shipped out Aug. 1 to June 30.	On hand June 30.
Crude oil (pounds) 1936-37	19,191,508	1,350,662,832	1,353,827,673	*21,372,990
Refined oil (pounds) 1936-37	24,262,543	1,152,679,606	1,145,605,076	37,400,608
Cake and meal (tons) 1936-37	318,873,305	*1,286,354,882	.....	*517,324,191
Hullers (tons) 1936-37	444,833,215	1,062,140,172	.....	408,494,414
Linters (running bales) 1935-36	65,053	2,010,544	2,002,428	73,133
Hull fiber (500-lb. bales) 1935-36	198,367	1,720,377	1,801,740	117,004
Grabbeds, motes, etc. 1936-37	23,893	1,135,422	1,095,850	63,465
Grabbeds, motes, etc. 1935-36	76,604	981,167	1,011,721	46,050
Grabbeds, motes, etc. 1935-36	43,819	1,119,991	1,076,068	87,742
Grabbeds, motes, etc. 1935-36	71,292	865,101	870,534	65,859
Grabbeds, motes, etc. 1935-36	88	47,510	45,241	2,357
Grabbeds, motes, etc. 1935-36	1,332	37,245	38,465	112
Grabbeds, motes, etc. 1936-37	2,991	52,243	46,789	8,445
Grabbeds, motes, etc. 1935-36	5,966	42,268	41,083	7,151

*Includes 6,232,774 and 11,603,177 pounds held by refining and manufacturing establishments and 4,411,300 and 4,357,220 pounds in transit to refiners and consumers August 1, 1936 and June 30, 1937 respectively.

†Includes 15,100,446 and 13,968,273 pounds held by refiners, brokers, agents, and warehousemen at places other than refineries and manufacturing establishments and 9,643,060 and 6,207,436 pounds in transit to manufacturers of lard substitute, oleomargarine, soap, etc., August 1, 1936 and June 30, 1937 respectively.

**Produced from 1,371,577,984 pounds of crude oil.

ANIMAL FAT EXPORTS

Exports of animal fats and oils during May, 1937, are reported as follows:

	Quantity, lbs.	Value.
oleo oil	589,558	\$ 72,757
oleo stock	304,320	37,236
oleo stearine	53,323	5,415
oleomargarine	57,543	8,465
Neutral lard	37,190	5,228
Cooking fats, not lard	114,879	18,631
Lard	13,565,497	1,652,194
Tallow, edible	360	60
Tallow, inedible	104,622	9,314
Other fats and greases	173,543	16,902
Grease stearine	66,508	6,126
Neatsfoot oil	29,046	4,028
Gelatine	62,191	24,869
Oleic acid	7,966	906
Stearic acid	58,595	6,821

MARGARINE TRADE RULES

(Continued from page 13.)

Also held to be an unfair trade practice is deceptive marking or branding of any type of margarine, manufacture or delivery of margarine according to specifications which are violative of established law, or failure to conform to specifications which are not violative of federal or state law.

False advertising, commercial bribery and interference with a competitor's right to buy and sell are practices which, under the rules, are also labeled as unfair.

Cost Accounting Methods

Rules contained in the second group evidence an effort on the part of the association to have the industry go on record as favoring adoption of accurate methods of cost findings and dissemination, through an agency of information, with regard to completed transactions, relating to production, sales and distribution of products of the industry.

The practice of shipping unordered margarine on consignment or pretended assignment and the practice of repudiating contracts or canceling orders in the face of an adverse market are deemed to be reprehensible and are condemned.

Uniformity of margarine as to its fat content is urged by the association, although no specific standard is suggested.

Furthermore, the association advocates that all manufacturers of food products, including manufacturers of margarine, should give preference to raw materials of domestic origin wherever practical economic considerations and other pertinent factors permit, and in every practical and legitimate manner to encourage and promote the greater consumption of raw materials produced by American agriculture.

LIMIT WASH. MARGARINE TAX

Washington state distributors receiving orders for margarine to be filled outside the state are not liable for the tax of 15 cents a pound, according to a recent decision in superior court at Olympia, Wash. The legislature this year amended the state's margarine act, declaring that the term "a distributor of margarine" includes one who sells such product for future delivery or solicits its sale for future delivery.

A suit to enjoin enforcement of the act was brought by a Seattle dairy merchant who takes orders in Seattle and sends them to Portland, Ore., where a dealer fills them and forwards the goods to Seattle to be delivered to the original purchaser. The superior court denied the demurrer of the state to the complaint and ruled that the plaintiff was engaged in interstate commerce. It is expected that the state will appeal to the Washington state supreme court.

Vegetable Oils

WEEKLY MARKET REVIEW

VALUES in the futures market for cottonseed oil at New York backed and filled during the past week in moderately active trading. The market was influenced by ideal cotton crop weather conditions in the South and by a larger June consumption than the trade had looked for. The latter development was surprising and served to bring about enough buying and covering to raise prices slightly above the level of the previous week. Temporary unsteadiness in lard values did not unsettle the oil market.

There were no outstanding features in operations in cotton oil futures. Commission house trade and professional operations were mixed and on both sides most of the time. However, the technical position was satisfactory, as demonstrated by the covering movement after the statistical report on consumption.

Some of the buying was on account of a stronger market for foreign oils, due to the renewed Chinese-Japanese trouble. Foreign oils abroad moved upward and this had some sympathetic influence on the New York oil market.

Moreover it was contended that the shortening trade has been very satisfactory of late on account of the firmness in lard. At the same time it was stated that trade in margarine has been good, owing to comparatively high butter prices. Traders also believe that the hot weather of the past week or two has stimulated consumption of oil in salad dressings.

Consumption Above Estimates

June cottonseed oil consumption totaled 248,688 bbls. compared with the average estimate in the oil trade of 201,756 bbls. and compared with 229,279 bbls. in June, 1936. The distribution last month brought the season's total for 11 months to 2,720,000 bbls. against 2,745,000 bbls. for the same time last season.

Some traders regarded the unexpectedly liberal June distribution as partly due to a readjustment of the previous month's figures. However, those constructively inclined found considerable comfort in the fact that in addition to the 248,688 bbls. of domestic oil consumed last month, there must have been considerable absorption of foreign cotton oil.

June imports of foreign cottonseed oil amounted to 81,150 bbls., made up of 78,490 bbls. of refined oil, and 2,660 bbls. of crude. Imports in June, 1936 were 24,850 bbls. So far this season imports of foreign cottonseed oil have totaled 484,668 bbls.

Disappearance, visible supply and imports of cottonseed oil by months during

1937 are shown in the following table:

	Monthly Disappearance, bbls.	Visible Supply, bbls.*	Imports, bbls.
January	312,503	2,108,600	25,155
February	181,110	2,018,200	62,664
March	211,519	1,890,800	71,957
April	212,422	1,732,800	48,835
May	184,795	1,588,600	102,643
June	248,688	1,374,300	81,150

*End of month.

COCOANUT OIL.—A little nervousness over the far Eastern situation and a better market in copra resulted in a little more buying interest in cocoanut oil and brought about higher prices. At New York, oil was quoted at 5 1/2c and higher, while on the Pacific Coast the market was called 5c. There were intimations that consumers were anxious to cover some of their requirements but were not inclined to reach for supplies at the moment.

CORN OIL.—Trade was rather slow at New York but the market was steady at 8 1/4@8 1/4c.

SOYA BEAN OIL.—The market was rather quiet but the tone was better on account of the far Eastern situation. At New York, nearby oil was held at 7 1/4@8c and new crop oil quoted at 7 1/2c.

PALM OIL.—Buying interest was not large at New York but the market was steady with Nigre oil for shipment quoted at 4.95c and spot oil at 5 1/2c. Sumatra oil for this year was quoted at 5c and next year at 4 1/2c.

PALM KERNEL OIL.—Prices advanced about 1/4c at New York with August-September shipment quoted at 5 1/4c.

OLIVE OIL FOOTS.—The market continued more or less nominal at New York on a basis of 11 1/4c.

PEANUT OIL. Quiet and steady conditions prevailed at New York with offerings held at 8 1/4c.

COTTONSEED OIL.—Valley crude was quoted on Wednesday at 8.50 paid, Southeast 8.50 nom.; Texas 8.25 nom. at common points, Dallas 8.37 1/2 nom.

Market transactions at New York:

Friday, July 9, 1937

	Sales	Range		Closing	
	Sales.	High.	Low.	Bid.	Asked.
July	17	956	950	948 a	960
Aug.	....	....	....	950 a nom	
Sept.	34	955	944	914 a	945
Oct.	31	957	944	944 a	945
Nov.	....	....	....	940 a nom	
Dec.	53	948	937	939 a	38tr
Jan.	18	947	937	941 a trad	
Feb.	....	....	....	940 a nom	

Saturday, July 10, 1937

July.	....	....	920 a	940
Aug.	....	....	920 a nom	
Sept.	39	939	918	923 a trad

Oct.	....	16	939	920	920 a trad
Nov.	....	....	....	....	920 a nom
Dec.	....	11	933	920	916 a 920
Jan.	....	6	920	919	919 a trad
Feb.	....	....	....	....	920 a nom

Monday, July 12, 1937

July.	....	3	923	920	925 a 940
Aug.	....	....	....	....	925 a nom
Sept.	....	32	931	921	926 a trad
Oct.	....	9	929	924	923 a 927
Nov.	....	....	....	....	920 a bid
Dec.	....	12	926	915	920 a 922
Jan.	....	....	....	....	923 a 925
Feb.	....	....	....	....	923 a nom

Tuesday, July 13, 1937

July.	....	2	953	950	953 a 960
Aug.	....	....	....	....	945 a bid
Sept.	....	23	943	928	943 a trad
Oct.	....	25	942	926	942 a trad
Nov.	....	....	....	....	941 a nom
Dec.	....	43	937	921	937 a 936
Jan.	....	10	935	926	938 a 939
Feb.	....	....	....	....	938 a nom

Wednesday, July 14, 1937

July.	....	17	960	955	955 a 970
Aug.	....	....	....	....	940 a nom
Sept.	....	19	943	939	940 a 942
Oct.	....	11	940	937	940 a trad
Nov.	....	....	....	....	940 a nom
Dec.	....	49	938	932	936 a trad
Jan.	....	1	937	937	937 a trad
Feb.	....	....	....	....	937 a nom

Thursday, July 15, 1937

July.	....	968	968	936 a	....
Sept.	....	931	926	928 a trad	
Oct.	....	929	928	925 a	....
Dec.	....	931	923	924 a trad	
Jan.	....	927	924	925 a	....

(See page 39 for later markets.)

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., July 15, 1937.—Cotton oil futures are steady to firm. Crude, 8 1/2@8 1/2 lb., f.o.b., mills, for straggling lots. New cotton crop is one to two weeks late in many directions. Mills, with few exceptions, show no interest in selling oil ahead. Bleachable active, with liberal demand and few sellers. Bad weather and firm corn, hogs and lard could play big part toward higher prices in next two months or more.

HULL OIL MARKETS

Hull, England, July 14, 1937.—Refined oil, 30s. Egyptian crude cottonseed oil, 27d.

Week Ending July 17, 1937

Hides and Skins

WEEKLY MARKET REVIEW

Chicago

PACKER HIDES.—After a very quiet market during the first half of this week, packers late in the week moved a total of about 65,000 hides at advances of a full cent for mostly July native steers and a half-cent for branded steers of June-July take-off, while advances of $\frac{1}{2}$ @1c were paid on steers of earlier take-off, depending upon the lapse of time since such take-off last moved. The bulk of the business so far has been on steers, with a few cows moving irregularly at steady to a shade higher, according to dating, and market not well established as yet on current take-off cows.

Most packers were not inclined early to offer current take-off hides, but one packer finally sold 19,000 June-July steers, running mostly Julys. Another packer sold 12,000 hides, running well to June and prior take-off, while a third packer confined sales so far to a few June steers but mostly May and prior take-off, running back to first of year, with a total of 31,000 involved and including a good block of back dating butt brands, which have been slow to move.

Prices on the hide futures exchange worked about $\frac{1}{4}$ c higher and the interest on the part of exchange operators helped to bring in tanners, who had earlier been averse to paying prices in line with those paid by speculative holders. Interest on the part of exchange operators has been broadening recently. Sales during the first six months of this year on the exchange were 15,305 lots, as against 14,113 lots during same period last year.

One packer sold 5,000 June-July but mostly July native steers at 18 $\frac{1}{2}$ c; Association sold a car Julys at an undisclosed price, and another packer sold 7,000 prior to April at 16c.

One lot of 5,000 mostly July butt branded steers moved at 18c and bid for more; 3,700 Jan.-Feb.-Mar. sold at 16c; 6,000 mostly July Colorados sold at 17 $\frac{1}{2}$ c and this figure bid; 3,000 mostly July heavy Texas steers sold at 18c and 800 Junes at 17 $\frac{1}{2}$ c. One packer sold 17,000 butt branded steers and 4,000 heavy Texas steers, all at 17 $\frac{1}{2}$ c for a few Junes, 17c for Mays, 16 $\frac{1}{2}$ c for Apr., and 16c for prior to Apr., and also sold 3,000 Colorados of same dating at $\frac{1}{2}$ c less for the different months.

Some heavy native cows of July take-off are available at 17c, with $\frac{1}{2}$ c less obtainable; July light native cows available at 17c, with 16 $\frac{1}{2}$ c bid and possibly 16 $\frac{1}{2}$ c obtainable. One packer sold 6,000 St. Paul light cows at 16 $\frac{1}{2}$ c for Junes and 16c for Mays. Branded cows quota-ble nominally $\frac{1}{2}$ c under light cows; 1,400 May branded cows sold at 15 $\frac{1}{2}$ c.

June native bulls moved late last week at 13 $\frac{1}{2}$ c.

LATER: One packer sold 4,000 July light Texas steers at 17c; 5,800 June-July heavy native cows 17c, and 10,000 July light native cows 17c, or $\frac{1}{2}$ c up on cows. Another packer sold 1,000 June-July heavy native cows at 17c; third packer sold 2,000 July light native cows, and Association 2,000 Julys, all at 17c. One lot of 20,000 earlier dating light cows sold basis Mays 16c, Apr. 15 $\frac{1}{2}$ c, Feb.-Mar. 15c.

OUTSIDE 'SMALL PACKAGE HIDES.'—Dealers have been active recently in acquiring desirable lots of outside small packer all-weights on basis of 14 $\frac{1}{2}$ c for May-June natives and 15c for late June take-off, brands $\frac{1}{2}$ c less; choice light average lots running June-July would probably bring slightly more. Chicago take-off nominally quoted around 15 $\frac{1}{2}$ @15 $\frac{1}{4}$ c.

PACIFIC COAST.—Market about sold up earlier to end of June, with last trading at 14 $\frac{1}{2}$ c for steers and 13 $\frac{1}{2}$ c for cows, flat, f.o.b. shipping points, but market stronger and trading awaited to establish values.

FOREIGN WET SALTED HIDES.—Moderate advances were paid in South American market despite declining winter quality there. A pack of 2,000 Sansinena steers sold early at 102 pesos, equal to 16 $\frac{1}{2}$ c, c.i.f. New York, steady with price paid late last week; 2,000 Smithfield and 4,000 LaPlatas steers sold later to German same basis. A pack of 4,000 Uruguay Nacionales moved equal to 17 $\frac{1}{2}$ c, as against 16 $\frac{1}{2}$ c paid two weeks back. Later, 4,000 LaPlatas sold at 104 pesos or 16 $\frac{1}{2}$ c, some figuring 16 $\frac{1}{2}$ c.

COUNTRY HIDES.—Country hides at present are not very well stabilized as to prices and are mostly a trading proposition in each instance. Some activity in extremes early in the week at slightly higher prices but holders have advanced their ideas of value now. The spread in price between packer light cows recently sold and country extremes is still rather wide, due to country hides coming out now running late winter take-off. Untrimmed all-weights usually held at 12 $\frac{1}{2}$ @13c, selected, del'd Chicago, with buyers' ideas not over 12 $\frac{1}{2}$ c. Heavy steers and cows 12@12 $\frac{1}{2}$ c nominal, trimmed. Buff weights sold early at 13 $\frac{1}{2}$ c, trimmed, with 13 $\frac{1}{2}$ c or more now asked. Trimmed extremes sold early at 14 $\frac{1}{2}$ @14 $\frac{1}{2}$ c, selected, with 15c usually asked now. Bulls quoted around 10c; glues 9 $\frac{1}{2}$ @10c flat. All-weight branded hides 11 $\frac{1}{2}$ @11 $\frac{1}{2}$ c flat.

CALFSKINS.—Packers moved most of the June production of heavy calfskins, 9 $\frac{1}{2}$ /15 lb., previous week at steady prices, northern heavies going at 27c, with Detroit, Cleveland and Evansville heavies at usual premium or 27 $\frac{1}{2}$ c, and River point heavies brought 26c. Lights,

under 9 $\frac{1}{2}$ lb., have been available at steady price of 24c and bids of $\frac{1}{2}$ c less have been steadily declined.

Chicago city kipskins last sold at 19c for 8/10 lb. and 22 $\frac{1}{2}$ c for 10/15 lb. at close of last week, as previously reported; bids of 19c and 22c have been declined this week, with higher prices asked but buyers slow to follow advances. Outside cities, 8/15 lb., quoted around 20 $\frac{1}{2}$ c; mixed cities and countries 17 $\frac{1}{2}$ @18c; straight countries 16@16 $\frac{1}{2}$ c flat. Chicago light calf and deacons last sold at \$1.35 and available this basis.

LATER: Car 10/15 lb. city calf sold at 22 $\frac{1}{2}$ c and bid for more.

KIPSKINS.—Packers moved their June kipskin production during the last week of June at steady prices, northern natives 17 $\frac{1}{2}$ c and northern over-weights 16c, with southerns a cent less, and branded kips 15c. No action expected for couple weeks until July offerings are made, but market firm.

One collector sold 2,500 Chicago city kipskins at 16c, or $\frac{1}{2}$ c advance. Outside cities quoted 15 $\frac{1}{2}$ @16c nom.; mixed cities and countries 14 $\frac{1}{2}$ @15c; straight countries around 13 $\frac{1}{2}$ c flat.

All packers sold their June production of regular slunks previous week at \$1.05, steady price.

HORSEHIDES.—The strength in cattle hides has encouraged holders of country hides to ask higher prices but trading has been slow, so far. Choice city renderers, with full manes and tails, quoted \$5.25@5.35, selected, f.o.b. nearby good sections; ordinary trimmed renderers \$4.80@5.00, del'd Chgo.; mixed city and country lots \$4.25@4.50, Chgo.

SHEEPSKINS.—Dry pelts quoted 22@24c per lb., del'd Chicago, according to section. The movement of big packer shearlings is well over for this season and market quoted strong on basis of \$1.20 for No. 1's, \$1.10 for No. 2's and 80@82 $\frac{1}{2}$ c for No. 3's; one packer quotes last sales, previous week, at \$1.35, \$1.15 and 85c, being slightly over the prices reported by other killers; packers have kept well cleaned up from week to week. Pickled skins quiet in this market, with killers' ideas \$8.00@8.25 per doz. for July lambs, with sales reported to have been made in the East recently within this range; buyers' ideas here are lower. Spring lamb pelts difficult to quote, due to lack of open trading, with quotations ranging from \$2.00@2.10 per cwt. or \$1.50@1.60 each among big packers down to \$1.70@1.80 per cwt. live lamb or \$1.25 each reported best bid at present for outside small packer pelts.

New York

PACKER HIDES.—Trading awaited to establish eastern market, with steers quotable nominally on basis of Chicago prices. One packer still holds April forward steers and has been asking strong prices.

CALFSKINS.—Market active at higher prices. Collectors sold 30,000 to 40,000 calfskins this week, with 4-5

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going at \$1.35, 5-7's at \$1.65, 7-9's at \$2.25 and 9-12's at \$3.25@3.40, depending upon quality. Packers sold a few thousand 5-7's at \$1.90; also 25,000 heavier weights, with 7-9's moving at \$2.50, 9-12's at \$3.50 and 12/17 veal kips at \$3.95.

N. Y. HIDE FUTURE MARKETS

Saturday, July 10, 1937—No session.
Monday, July 12, 1937—Close: Sept. 16.82 sale; Dec. 17.22@17.23 sales; Mar. 17.58 n; June 17.89; sales 84 lots. Closing 13@17 higher.

Tuesday, July 13, 1937—Close: Sept. 16.80@16.85; Dec. 17.22 sale; Mar. 17.57 sale; June 17.88 n; sales 126 lots. Closing unchanged to 2 lower.

Wednesday, July 14, 1937—Close: Sept. 16.75 sale; Dec. 17.13@17.16; Mar. 17.50@17.55; June 17.83 n; sales 69 lots. Closing 5@9 lower.

Thursday, July 15, 1937—Close: Sept. 16.92@16.95; Dec. 17.34 sale; Mar. 17.70@17.75; June 18.01 n; sales 36 lots. Closing 17@21 higher.

Friday, July 16, 1937—Close: Sept. 17.24@17.25 sales; Dec. 17.63 sale; Mar. 17.99 b; June (1938) 18.31 n; sales 219 lots. Closing 29 to 32 higher.

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended July 16, 1937, with comparisons, are reported as follows:

PACKER HIDES.

	Week ended July 16.	Prev. week.	Cor. week.
Spr. nat. strts.	18 1/2@19n	17%@18n	12 1/2@12 1/2
Hvy. nat. strts.	18 1/2	17 1/2	12
Hvy. Tex. strts.	18	17 1/2	12
Hvy. but. brnd' strts.	18	17 1/2	12
Hvy. Col. strts.	17 1/2	17 1/2	12
Exlight Tex. strts.	16 1/2	16 1/2	10 1/2@10 1/2
Brnd'd. strts.	16 1/2@16 1/2	16 1/2@16 1/2	10 1/2@10 1/2
Hvy. nat. cows.	16 1/2@17	16 1/2	10 1/2
Lat. nat. cows.	16 1/2@17	16 1/2	10 1/2
Nat. bulls.	13 1/2	13 1/2	8 1/2 n
Brnd'd. bulls.	12 1/2	12 1/2	7 1/2 n
Calfskins.	24@27	24	10 1/2@21
Kips. nat.	17 1/2	17 1/2	14 1/2
Kips. ov-wt.	16	16	13 1/2
Kips. brnd'd.	15	15	11 1/2
Shunks. reg.	1.05	1.05	1.05
Shunks. hrs.	45	45	40

Light natural, butte branded and Colorado steers 1c per lb. less than heavies.

CITY AND OUTSIDE SMALL PACKERS.

Nat. all-wts.	14 1/2@15 1/2	14	15 1/2	9 1/2@10
Brnd'd. all-wts.	14@15	13 1/2@14 1/2	9	9 1/2
Nat. bulls.	14 1/2	11@11 1/2	11	7 1/2
Brnd'd. bulls.	14 1/2	10@10 1/2	9	6 1/2
Calfskins.	19@22 1/2	19@22 1/2	16 1/2@17	12 1/2@13
Kips.	16	16@16 1/2	11 1/2@12	10@10 1/2
Light car.	90@105n	90@105n	80@95n	60@90n
Deacons.	90@105n	90@105n	80@95n	60@90n
Shunks. reg.	70@80n	70@80n	60@75n	40@65n
Shunks. hrs.	15@25n	15@25n	10@15n	10@15n
Horsehides.	4.25@5.35	4.25@5.30	3.00@3.70	

COUNTRY HIDES.

Hvy. steers	12@12 1/2	11 1/2@11 1/2	7 1/2@7 1/2
Hvy. cows	12@12 1/2	11 1/2@11 1/2	7 1/2@7 1/2
Buffa.	13 1/2@13 1/2	13@13	8 1/2@8 1/2
Extremes.	14 1/2@15	14@14 1/2	9 1/2@9 1/2
Bulls.	10@10	9 1/2@9 1/2	6@6 1/2
Calfskins.	16@16 1/2	16@16 1/2	11 1/2@12
Kips.	16@16 1/2	13@13 1/2	10@10 1/2
Light car.	90@105n	90@105n	80@95n
Deacons.	90@105n	90@105n	80@95n
Shunks. reg.	70@80n	70@80n	60@75n
Shunks. hrs.	15@25n	15@25n	10@15n
Horsehides.	4.25@5.35	4.25@5.30	3.00@3.70

SHEEPSKINS.

Pkr. lambs.	.....
Snd. pkr.	.....
lambs	.....

Pkr. shearlings. 1.20@1.35 1.20@1.35 1.07 1/2@1.20

Dry pelts 22@24 22@24 17@18

WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions

Hog products were steady latter part of week on packing house support, commission house buying and covering with a rally in hogs to a top of \$12.70 at Chicago. There were continued moderate hog arrivals and a decrease in Chicago lard stocks during the first half of July, against a good increase a year ago.

Cottonseed Oil

Cotton oil was barely steady with scattered liquidation, some refiners selling. Weakness in cotton continued with ideal cotton weather and reports of moderate cash oil demand and limited support, except on setbacks.

Quotations on bleachable cottonseed oil at close of market on Friday were: Sept. 9.25 sale; Oct. 9.22 sale; Dec. 9.19 sale; Jan. 9.20@9.22 sale; Mar. (1938) 9.22@9.25. Tone steady. Sales 90 lots.

Tallow

Tallow, extra 8 1/2c lb. f.o.b.

Stearine

Stearine, 9 1/2c sales.

Friday's Lard Markets

New York, July 16, 1937—Prices are for export. Lard, prime Western, \$12.00@12.70; middle Western, \$12.50@12.60; city, 12 1/2c; refined Continent 13 1/4c; South American, 13 1/4c; Brazil kegs, 13 1/2c; compound, 12 1/2c in carlots.

BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, July 15, 1937—General market firm; very good demand for A. C. hams, no demand for lard.

Friday's prices were: Hams, American cut, 81s; hams, long cut, 105s; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, unquoted; Wiltshires, unquoted; Cummings, 69s; Canadian Wiltshires, 79s; Canadian Cummings, 72s; spot lard, 66s 6d.

BRITISH PROVISION IMPORTS

Liverpool Provision Trade Association has reported imports during June:

Bacon (including shoulders), cwt..... 26,308
Hams, cwt..... 84,598
Lard, tons..... 746

Approximate weekly consumption ex-Liverpool stocks is given below:

	Bacon, cwt.	Hams, cwt.	Lard, tons.
June, 1937	6,810	8,588	169
May, 1937	8,251	8,539	121
June, 1936	4,123	8,960	181

MEAT AND LARD STOCKS

Stocks of meat and lard on hand in the United States on July 1, 1937, with comparisons, is reported by the U. S. Bureau of Agricultural Economics as follows:

	July 1, '37	June 1, '37	5-year av.
Beef, frozen	44,240,000	62,854,000	26,496,000
In cure	9,352,000	11,933,000	9,810,000
Cured	10,950,000	11,381,000	5,172,000
Pork, frozen	204,881,000	261,948,000	156,149,000
D.S. in cure	40,703,000	40,687,000	48,072,000
D.S. cured	41,306,000	43,799,000	50,833,000
S.P. in cure	166,517,000	175,679,000	210,437,000
S.P. cured	127,418,000	138,544,000	133,282,000
Lamb and Mutton, frozen	2,172,000	2,950,000	1,553,000
Frozen & Cured Trims, etc.	69,334,000	82,649,000	58,088,000
Lard	185,567,000	194,477,000	140,640,000

Product placed in cure during June 1937. June 1936.

	June 1937	June 1936
Beef frozen	12,594,000	11,539,000
Beef placed in cure	5,124,000	5,568,000
Pork frozen	29,141,000	34,310,000
D.S. pork placed in cure	28,448,000	41,665,000
S.P. pork placed in cure	121,144,000	138,543,000
Lamb & Mutton frozen	697,000	478,000

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended July 10, 1937, were 3,892,000 lbs.; previous week, 3,499,000 lbs.; same week last year, 3,427,000 lbs.; from January 1 to July 10, this year, 139,600,000 lbs.; same period a year ago, 113,730,000 lbs.

Shipments of hides from Chicago for the week ended July 10, 1937, were 3,655,000 lbs.; previous week, 3,157,000 lbs.; same week last year, 4,268,000 lbs.; from January 1 to July 10 this year, 143,216,000 lbs.; same period a year ago, 108,344,000 lbs.

LIVERPOOL PROVISION PRICES

Prices of first quality product at Liverpool for the week of June 23, 1937, with comparisons, were quoted as follows:

	June 23, 1937	June 24, 1937
American green bellies	\$17.43	17.08 Nominal
Danish Wiltshire sides	19.34	19.18 \$20.88
Canadian green sides	17.17	16.61 18.50
American short cut green hams	21.11	20.94 22.14
American refined lard	14.23	14.40 12.30

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to July 16, 1937: To the United Kingdom, 42,914 quarters; to the Continent, 16,695. Last week to United Kingdom, 144,715 quarters; to the Continent, 33,592.

Watch "Wanted" page for Bargains.

Live Stock Markets

WEEKLY REVIEW

CATTLE AND HOG KILL Less Than Last Year

INSPECTED slaughter of both cattle and hogs during June dropped below that of June, 1936. Cattle slaughter was only slightly less, but hog slaughter continued the sharp decline in progress since the close of the winter packing season. Hog slaughter in June this

year was 600,000 head less than in June a year ago. With the exception of June, 1935, this is the smallest kill for the month since federal inspection was inaugurated. Cattle kill, on the other hand, with two exceptions—in June a year ago and in 1926—was the highest

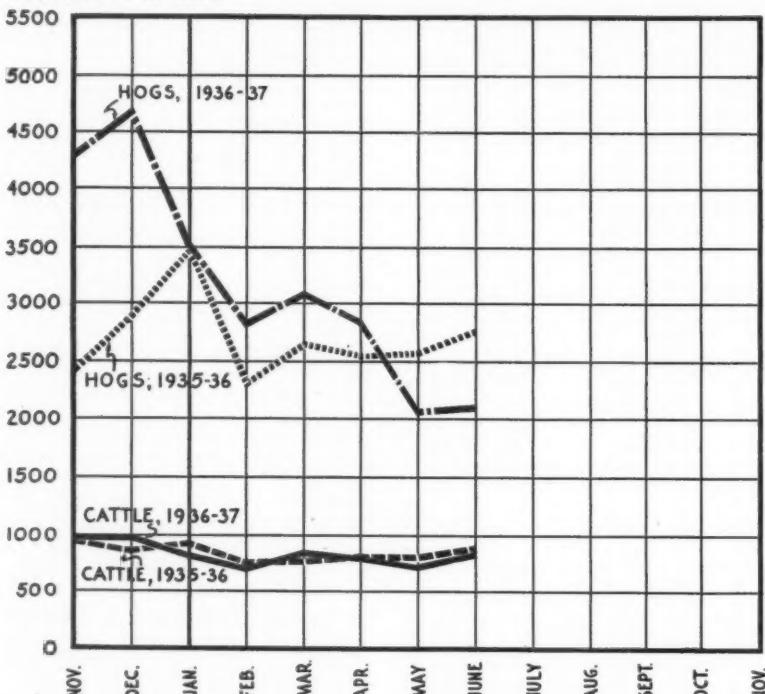
of record for this particular month.

For the packer fiscal year to date hog slaughter has totaled 25,386,000 head, compared with 21,539,000 head in the 1935-36 period. Heavier slaughter of the current year is accounted for by the large supplies of market hogs during the first few months of the period. Cattle slaughter in 1936-37 to date, 6,762,000 head, compares with a kill of 6,710,000 head in the 1935-36 period.

For the balance of the packer year total cattle supplies are not likely to vary materially from those of a year ago. But it now appears probable that hog kill will continue well below the slaughter figures of last year, thus furnishing a good opportunity to market the large stocks of pork meats and lard accumulated in the early months of the period.

FEDERAL INSPECTED SLAUGHTER OF LIVESTOCK

THOUSANDS OF HEAD



This chart shows the trend of federally-inspected slaughter of cattle and hogs for the eight months beginning Nov. 1, 1936, compared with like period of 1935-36 year:

RECEIPTS AT CHIEF CENTERS

Week ended July 10, 1937:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended July 10	162,000	194,000	208,000
Previous week	220,000	240,000	254,000
1936	250,000	365,000	236,000
1935	197,000	248,000	293,000
1934	337,000	469,000	281,000

At 11 markets:	Hogs.
Week ended July 10	154,000
Previous week	191,000
1936	307,000
1935	209,000
1934	406,000
1933	504,000
1932	370,000

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended July 10	111,000	121,000	126,000
Previous week	150,000	154,000	151,000
1936	188,000	264,000	119,000
1935	141,000	179,000	158,000
1934	274,000	358,000	177,000
1933	145,000	438,000	172,000
1932	147,000	325,000	196,000



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THE SALE'S IN THE BAG IF IT'S A BEMIS BAG

CORN BELT DIRECT TRADING

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., July 15, 1937—At 22 concentration points and 10 packing plants in Iowa and Minnesota, hog receipts first four days current week were 15 per cent larger than at same time week ago, which included a holiday but 34 per cent less than corresponding period a year ago. Undertone of week's trade was rather slow, butchers unevenly steady to mostly 10@15c lower than preceding Saturday; heavy butchers off more; sows 10@25c, mostly 15-20c lower. Current prices good and choice 200 to 250 lb. hogs, \$11.55@11.85, few strictly choice \$11.90; 250 to 270 lb. and good and choice 180 to 200 lb. hogs, \$11.45@11.70; 270 to 290 lb., \$11.35@11.60; 290 to 350 lb., \$10.90@11.45; medium to good 160 to 180 lb., \$10.50@11.10, comparable light lights \$9.70@10.55. Bulk good sows \$10.00@10.25, few smooth kinds \$10.35, most heavier weights \$9.55@10.00.

Receipts week ended July 15, 1937:

	This week.	Last week.
Friday, July 9.....	17,500	13,400
Saturday, July 10.....	12,000	16,400
Monday, July 12.....	24,700	Holiday
Tuesday, July 13.....	9,500	23,900
Wednesday, July 14.....	8,800	9,700
Thursday, July 15.....	8,700	11,500

CANADIAN LIVESTOCK PRICES

BUTCHER STEERS.

Up to 1,050 lbs.

	Week ended July 8.	Last week.	Same week 1936.
Hogs.			
Toronto.....	\$ 9.50	\$ 9.75	\$ 6.15
Montreal.....	9.60	9.50	6.00
Winnipeg.....	9.00	9.00	5.50
Calgary.....	8.50	9.00	5.25
Edmonton.....	7.00	8.00	4.50
Prince Albert.....	6.00	4.25	4.00
Moose Jaw.....	7.00	6.00	4.75
Saskatoon.....	6.25	7.00	4.50

VEAL CALVES.

	Toronto.....	Montreal.....	Winnipeg.....	Calgary.....	Edmonton.....	Prince Albert.....	Moose Jaw.....	Saskatoon.....
	\$ 9.00	\$ 8.50	\$ 8.00					
				8.00	8.00	8.00		
				6.50	6.00	5.50		
				5.50	6.00	4.25		
				5.50	5.50	4.50		
				4.00	5.00	4.00		
				5.50	5.00	4.00		
				4.50	4.50	4.25		

BACON HOGS.

	Toronto.....	Montreal (1).....	Winnipeg (1).....	Calgary.....	Edmonton.....	Prince Albert.....	Moose Jaw.....	Saskatoon.....
	\$10.40	\$ 9.75	\$ 9.10					
		10.00	9.50					
		9.25	9.00	8.75				
		8.85	8.65	8.15				
		8.90	8.65	8.25				
		9.00	8.85	8.50				
		9.10	8.95	8.50				
		9.00	8.85	8.50				

(1) Montreal and Winnipeg hogs sold on a "fed and watered" basis. All others "off trucks."

GOOD LAMBS.

	Toronto.....	Montreal.....	Winnipeg.....	Calgary.....	Edmonton.....	Prince Albert.....	Moose Jaw.....	Saskatoon.....
	\$12.00	\$10.50	\$11.00					
		9.25	9.00	9.00				
		9.00	8.50	8.50				
		8.00	9.00	8.25				
		8.00	9.00	8.25				
		7.50	7.50	7.00				
		7.00	7.50	5.50				
		7.00	7.00	6.50				

CHICAGO PACKER PURCHASES

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 22,261 cattle, 5,648 calves, 28,291 hogs and 8,863 sheep.

Week Ending July 17, 1937

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, July 15, 1937, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs, excluded). CHICAGO. E. ST. LOUIS. OMAHA. KANS. CITY. ST. PAUL.

Lt. wt., 140-160 lbs.,

Good-choice	\$11.25@12.30	\$11.40@12.15	\$ 9.85@11.15	\$11.00@11.80	\$11.00@11.85
Medium	11.00@12.00	10.75@11.90	9.35@10.75	10.40@11.45	10.25@11.50

Lt. wt., 160-180 lbs.,

Good-choice	12.00@12.50	12.00@12.60	10.75@11.65	11.45@12.05	11.50@12.10
Medium	11.40@12.00	11.40@12.40	10.25@11.40	11.00@11.80	10.75@12.00

Lt. wt., 180-200 lbs.,

Good-choice	12.00@12.50	12.40@12.05	11.40@11.90	11.80@12.10	12.00@12.10
Medium	11.75@12.10	11.75@12.50	10.75@11.75	11.50@11.85	11.25@12.00

Med. wt.,

200-220 lbs., gd-ch.....	12.10@12.55	12.40@12.65	11.75@11.90	11.85@12.15	12.00@12.10
220-250 lbs., gd-ch.....	12.00@12.55	12.20@12.60	11.75@11.90	11.95@12.15	11.70@12.10

Hvy. wt.,

250-290 lbs., gd-ch.....	11.50@12.25	11.90@12.35	11.40@11.85	11.70@12.05	11.25@11.75
290-350 lbs., gd-ch.....	11.00@11.95	11.75@12.00	10.90@11.65	11.35@11.80	10.75@11.35

PACKING SOWS:

275-350 lbs., good.....	10.60@10.85	10.50@10.75	10.40@10.60	10.35@10.60	10.25@10.40
350-425 lbs., good.....	10.20@10.60	10.15@10.60	10.25@10.60	10.15@10.45	9.70@10.35
425-550 lbs., good.....	9.50@10.20	10.00@10.40	10.00@10.40	9.85@10.35	9.60@10.00
275-550 lbs., medium.....	9.00@10.60	9.00@10.40	9.50@10.25	9.25@10.35	9.50@10.25

SLAUGHTER PIGS, 100-140 lbs.:

Good-choice	10.50@12.00	9.25@11.65	9.00@10.50	10.25@11.25	10.50@11.50
Medium	9.50@11.25	8.75@11.40	8.25@ 9.85	9.75@11.00	9.50@11.50

Slaughter Cattle, Calves and Vealers:

STEERS, 550-900 lbs.,

Choice	12.25@14.75	12.25@15.00	11.50@14.75	11.25@14.50	11.00@14.00
Good	11.00@13.75	11.00@14.25	10.75@13.25	10.75@13.50	11.00@14.00
Medium	9.00@11.75	9.00@11.75	8.50@11.25	8.75@11.50	8.50@11.25
Common (plain)	6.25@ 9.25	7.00@ 9.50	6.00@ 9.00	6.25@ 8.75	6.25@ 8.50

STEERS, 900-1100 lbs.,

Prime	14.75@16.00				
Choice	13.75@15.25	14.25@15.75	13.50@15.00	13.50@15.50	13.50@15.25
Good	11.75@14.75	11.75@14.50	11.25@14.00	11.50@13.75	11.25@14.50
Medium	9.25@11.75	9.50@12.00	9.00@11.50	9.00@11.75	8.75@11.50
Common (plain)	7.00@ 9.75	7.50@ 9.50	6.50@ 9.00	6.50@ 9.75	6.75@ 8.75

STEERS, 1100-1300 lbs.,

Prime	15.25@16.25				
Choice	14.75@15.50	14.50@16.00	14.25@15.50	13.75@15.75	13.50@15.50
Good	11.75@14.75	12.00@14.50	11.50@14.25	11.75@14.25	11.50@14.50
Medium	9.75@12.00	9.50@12.25	9.00@11.50	9.00@11.75	8.75@11.50
Common (plain)	7.00@ 9.75	7.50@ 9.50	6.50@ 9.00	6.50@ 9.75	6.75@ 8.75

STEERS, 1300-1500 lbs.,

Prime	15.50@16.50				
Choice	14.75@15.50	14.50@16.00	14.50@15.25	14.25@15.75	14.25@15.50
Good	11.75@14.75	12.25@14.50	12.00@14.50	11.75@14.25	11.50@14.25
Medium	9.75@12.00	9.50@12.25	9.00@11.50	9.00@11.75	8.75@11.50

HEIFERS, 550-750 lbs.,

Choice	12.75@14.75	12.50@14.50	11.50@13.25	11.00@13.00	11.50@13.50
Good	10.75@13.00	11.00@12.50	9.50@11.50	9.00@11.50	9.75@11.75
Common (plain), medium	5.75@10.75		5.50@11.00	5.50@ 9.75	5.25@ 9.75

HEIFERS, 750-900 lbs.,

Good-choice	10.75@15.00		10.00@13.50	9.50@13.00	9.75@13.50

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SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended July 10, 1937.

Sheep.

4 5,343
40 7,725
0 8,822
5 6,072
0 5,500
49 33,462
47 42,341
45 28,965
38 52,226

CATTLE.

	Week ended	Cor. week.	STEERS, carcass
	July 10.	1936.	
Chicago	19,177	27,995	34,842
Kansas City	23,728	31,295	20,580
Omaha*	12,202	12,933	23,290
East St. Louis	14,001	16,469	15,845
St. Joseph	6,289	7,153	7,344
Sioux City	4,499	6,243	14,081
Wichita*	2,398	3,446	3,023
Fort Worth	1,370	2,081	2,025
Philadelphia	1,674	2,041	2,483
Indianapolis	1,370	2,081	2,025
New York & Jersey City	7,391	9,151	9,903
Oklahoma City	7,441	7,969	7,922
Cincinnati	3,589	2,921	4,507
Denver	4,422	3,449	
St. Paul	9,509	10,401	11,681
Milwaukee	2,733	3,337	3,875
Total	115,996	148,017	172,583

*Cattle and calves.

HOGS.

	30,441	60,853	77,428	PORK CUTS, lbs.
	7,207	11,325	27,412	
Chicago	11,333	18,006	27,259	
Kansas City	24,109	26,973	33,282	
Omaha	3,833	6,395	9,827	
East St. Louis	11,154	11,573	26,580	
St. Joseph	2,875	1,975	2,406	BEEF CUTS, lbs.
Sioux City	7,796	10,477	12,113	
Wichita	19,170	23,383	31,804	
Fort Worth	4,338	6,075	9,038	
Philadelphia	10,091	12,024	11,759	
Indianapolis	3,387	3,203	11,148	
New York & New Jersey	25,985	30,422	26,863	
Oklahoma City	2,401	3,183	4,405	
Cincinnati	3,820	3,842		CATTLE, head
Denver	4,687	4,381		
St. Paul	1,200	623	2,006	
Milwaukee	24,230	41,951	29,134	HOGS, head
Total	178,704	213,074	193,792	

SHEEP.

	17,888	18,067	12,507	HOGS, head
	17,760	17,049	20,489	
Chicago	17,357	23,319	9,950	SHEEP, head
Kansas City	16,068	18,462	12,022	
Omaha	1,751	1,666	1,273	
East St. Louis	4,687	7,666		
St. Joseph	1,200	623	2,006	
Sioux City	3,109	2,497	3,199	
Wichita	9,230	7,255	7,039	
Fort Worth	7,698	6,042	9,236	
Philadelphia	665	643	1,340	
Total	178,704	213,074	193,792	

See Classified page for good men.

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

WESTERN DRESSED MEATS

	NEW YORK.	PHILA.	BOSTON.
Week ending July 10, 1937	8,172	1,837	2,182
Week previous	7,613	2,213	2,163
Same week year ago	10,576	2,285	2,529
Week ending July 10, 1937	2,079%	1,557	2,663
Week previous	2,346%	1,940	2,700
Same week year ago	948	875	1,321
Week ending July 10, 1937	367	597	42
Week previous	385	384	57
Same week year ago	493	458	20
Week ending July 10, 1937	11,101	1,748	688
Week previous	9,924%	1,555	797
Same week year ago	11,808	1,513	582
Week ending July 10, 1937	41,204	11,236	14,632
Week previous	41,305	13,390	15,358
Same week year ago	32,641	9,381	12,239
Week ending July 10, 1937	1,416	175	370
Week previous	1,562	270	1,362
Same week year ago	2,012	155	587
Week ending July 10, 1937	1,046,249	180,954	187,003
Week previous	1,310,247	270,410	252,645
Same week year ago	1,777,018	284,652	248,457
Week ending July 10, 1937	370,572	.....	.....
Week previous	344,814	.....	.....
Same week year ago	598,322	.....	.....

LOCAL SLAUGHTERS

	7,391	1,370	.....
	9,101	2,081	.....
Week ending July 10, 1937	9,003	2,025	.....
Week ending July 10, 1937	16,418	2,412	.....
Week previous	18,047	4,229	.....
Same week year ago	17,905	2,711	.....
Week ending July 10, 1937	23,146	10,001	.....
Week previous	30,422	12,024	.....
Same week year ago	26,897	11,759	.....
Week ending July 10, 1937	52,591	4,410	.....
Week previous	64,379	5,142	.....
Same week year ago	61,619	5,782	.....

NEW YORK LIVE STOCK

Receipts week of July 10, 1937:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	3,937	10,035	4,147	24,366
Central Union	1,646	2,146	.....	15,261
New York	100	4,118	9,981	2,662
Total	5,692	16,200	14,128	42,289
Last week	7,259	18,129	15,587	51,804
Two weeks ago	6,323	15,928	15,493	51,317

PACIFIC COAST LIVESTOCK

Receipts four days ended July 9, 1937:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles	3,603	1,243	1,621	2,107
San Francisco	1,920	60	2,275	1,600
Portland	1,880	490	2,437	3,100
DIRECTS—Los Angeles: Cattle, 17 cars; calves, 1 car; hogs, 48 cars; sheep, 60 cars. San Francisco: Cattle, 530 head; calves, 115 head; hogs, 1,450 head; sheep, 2,000 head. Portland: Hogs, 1,113.				

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Week Ending July 17, 1937

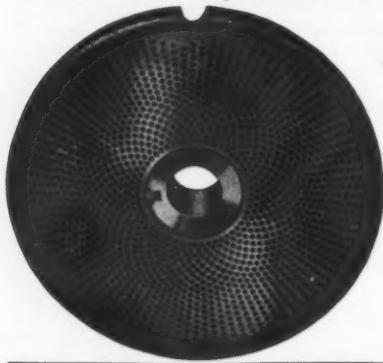
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Page 43

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UP and DOWN the MEAT TRAIL

Meat Packing 40 Years Ago

(From The National Provisioner, July 17, 1897.)

Livestock slaughter at Kansas City during the first half of 1897 broke all records, hog kill totaling 1,585,000 head, cattle 412,000 and sheep 470,000.

Exports from the United States for the fiscal year ended June 30, 1897, were largest in the history of the country and the excess of exports over imports were the largest of record. Meat animals and meat products shared generously in this record.

Venezuela imposed a duty on compound imported into that country three times the duty on pure lard, which was deplored by American manufacturers of compound who were exporting considerable quantities to Venezuela.

Thomas J. Lipton, Chicago packer, who donated \$125,000 to the Princess of Wales to feed the poor of London during the queen's jubilee, returned to the United States after attending that celebration.

Swarzchild & Sulzberger Co. declared a dividend of \$2, paid July 31, 1897, to stock of record July 24.

Organization of the Cattle Feeders' Loan Company at Omaha, Neb., with a capital of \$500,000, was announced. Directors were Andrew Comstock, Providence, R. I., president of G. H. Hammond Co.; James C. Melvin, Boston, vice-president of the G. H. Hammond Co.; J. D. Standish, Detroit, treasurer, and J. P. Lyman of Chicago, general manager of that company; J. H. Millard, president, Omaha National Bank; E. A. Cudahy, Omaha, and Michael Cudahy, Chicago, Cudahy Packing Co.; and Guy C. Barton and H. C. Bostwick, Omaha.

bear either the government or city inspection stamp.

Hearing on question of railroad rates on fresh meats from Austin, Minn., to Chicago was begun. Geo. A. Hormel & Co. complained of rate discrimination on fresh meats.

Number of cattle slaughtered for jerked beef in Argentina, Uruguay, Paraguay and Brazil in 1911 totaled 1,317,100 head. Cattle population of the Argentine alone at the end of 1910 was estimated at 28,800,000 head, an increase of 1,000,000 over 1909.

Chicago News of Today

W. F. Price, vice president, Jacob Dold Packing Co., Buffalo, N. Y., was a visitor in Chicago during the week.

President Frank Kohrs, Kohrs Packing Co., Davenport, Ia., and his son Frank Kohrs, jr., were in Chicago this week.

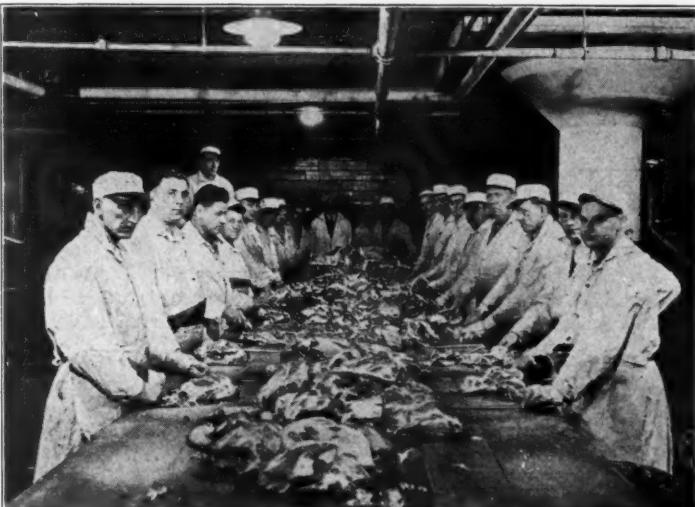
George A. Hormel, chairman of the board, Geo. A. Hormel & Co., and Mrs. Hormel were in Chicago this week on their way back to their home at Bel Air, near Los Angeles, Calif., after their annual visit to Austin, Minn.

Wiktor Przedpelski, president of the Meat Packers' Union of Poland, with headquarters at Warsaw, was a visitor to Chicago during the past week, accompanied by Walery Starzewski of New York, director of the Union for the United States.

Chas. W. Dieckmann, the famous "Old Timer," friend of sausagemakers and expert in sausage processing, celebrated a birthday on July 15 and received an avalanche of congratulations from all over the country.

R. C. Pollock, general manager, National Live Stock and Meat Board, left this week to attend meetings of the Utah Wool Growers' Association, Cedar City, Utah, and the Colorado Wool Growers' Association, Glenwood Springs, Colo.

J. J. Ferguson, head of the feed department of Swift & Company, retired on July 1 after 35 years of service with the company. He has been succeeded by A. C. Spierling. Mr. Ferguson, an expert in animal nutrition, became associated with the company shortly after the discovery that by-products could be turned into animal feeds and has been instrumental in developing the market for feeds among farmers. He also fore-saw the possibilities in foods for fur-



TRIMMING SAUSAGE MEATS IS AN ART

This is the gang in the Berliner trim department of Geo. A. Hormel & Co., Austin, Minn. They have been working together for a long time and are artists with the trimming knife. Their job is to trim loins for Canadian bacon, picnics and blade bones. These knife artists are Ralph Warfel, Joe Gaskell, Thomas Stevens, Harold Madsen, A. A. Anderson (above), Theodore Steile, John Dahlquist, Joe Kraft, George Swank, Frank Nelson (foreman), John Lunachek, Fred Schultz, August Solbakken, Mentor Christopherson, Maynard Madsen, Edward Titus, S. L. Sayers, Geo. Bates, James Vesely and Faber McNally.

Meat Packing 25 Years Ago

(From The National Provisioner, July 20, 1912.)

Federal meat inspection service made survey among its inspectors as to advantages of short-cut hams vs. long-cut hams which do not have the marrow exposed. Bulk of inspectors were of opinion that long-cut hams cure and keep better than short-cut.

A Massachusetts law, effective September 1, 1912, provided that meat carcasses shipped into the state must bear the inspection stamp either of the federal government or Massachusetts authorities. Considerable quantities of veal and mutton carcasses from other New England states were being shipped into Massachusetts by farmers.

City of Denver, Colo., put into effect a rule that all meat sold in the city must

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Horns
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bearing animals and pets and encouraged the development of Swift products for this purpose.

D. A. Möller, of the Free City of Danzig, was a Chicago visitor recently. Dr. Möller and his son operate several packinghouses, one in Danzig and the others in Poland. He will spend several weeks in the United States, looking into some technical phases of production of packinghouse products.

H. J. Gramlich, well known livestock producer and professor of animal husbandry at the University of Nebraska, Lincoln, Neb., was a Chicago visitor this week. Professor Gramlich has waged an active campaign during recent years for protection of American fats and oils through imposition of a tariff on the imported product.

ployed in 1887 by John R. Rawson's Sons, pioneer Cincinnati pork packers. He remained with them until 1907, when he went with the Butchers' Packing Co., which was absorbed by E. Kahn's Sons Co. in 1918. He had been foreman of the Kahn smoked meat department since that time, and was widely known and respected.

Geo. A. Hormel & Co. has opened a new office and warehouse for its canned meats department at Seattle, Wash.

R. G. Denton has resigned as superintendent of the plant of J. H. Belz Provision Co., St. Louis, Mo.

A recent fire which for a time threatened one wing of the Val Decker Packing Co. plant at Piqua, O., was extinguished with small loss.



Countrywide News Notes

C. J. Bowers, president of C. J. Bowers, packers, Marshallville, O., passed away recently at the age of 58. He established his meat packing business 32 years ago and was well known in the trade and prominent in community life in Marshallville.

Charles J. Wacker is the new superintendent of the Jacob E. Decker plant of Armour and Company at Mason City, Ia., and has been succeeded in his superintendency at So. St. Joseph, Mo., by Clarence D. Good. Mr. Wacker served as superintendent at So. St. Joseph for



C. J. WACKER



C. D. GOOD

seven years, where he made a good record as a supervisor. His successor, Mr. Good, had previously been stationed at Sioux City, Ia., and was assistant superintendent at Omaha, Neb., at the time of his promotion.

George C. Morrison, retired Swift & Company employee, who was well known throughout the industry for his pork butchering inventions, passed away at Pasadena, Calif., recently. He was 69 years of age and had been a Swift pensioner for 6 years. Mr. Morrison was the inventor of the Morrison belly Skinner machine, the Denver ribbing knife and other devices. Practically all of his inventive genius was directed toward making the work of pork butchers easier and faster.

Charles F. Shappelle, smoked meat foreman for E. Kahn's Sons Co., Cincinnati, O., died on July 5 at the age of 68 as the result of a heart attack. Born and educated in Cincinnati, he was em-

New York News Notes

Vice president W. J. Cawley and T. W. Bryant, comptroller's department, Wilson & Co., Chicago, were in New York last week.

C. S. Briggs, Wilson & Co., Chicago, has been transferred to the New York plant of the company in his new capacity of district branch house manager, succeeding A. E. Nelson, resigned.

L. R. Veer, hotel department, Swift & Company, Chicago, was a visitor to New York last week.

G. M. Kerns, margarine department, Swift & Company, central office, New York, is spending his vacation swimming and fishing out on Long Island.

Maurice Neil, beef department, Jacob E. Decker & Sons Sales Co., New York, is vacationing in upper New York state.

On July 11 twenty-four large busses conveyed approximately one thousand members of Stahl-Meyer Employees' Welfare Association and their families and friends from the Otto Stahl plant, New York, to Lein's grove, Old Tappan, N. J., to picnic and enjoy the various games arranged for them by George P. Smith and his committee, consisting of John Belzel, Eric Mutscheler, Joseph O'Brien, Mary Christensen and Catherine Murray. An interesting feature of the day was the baseball game between the Stahl-Meyer girls' team and the Champion Girls of New Jersey, the score being 5 to 4 in favor of the Stahl-Meyer team.

Employees of George Kern & Son, Inc. with their families and friends, many associated in wholesale and retail meat circles, held their annual picnic on July 11 at College Point, L. I. The more than five hundred who attended the outing had a most enjoyable day, the program for which was planned by an executive committee consisting of John E. Diehle, Mrs. Anna D. Fitz and Fred Buchholz, and a sports committee made up of William Kopet, Reginald Solomon, John Blakely and Weston Fuess. The plant employees' team was the victor in a baseball game with the sales force, the score being 7 to 0, while an executive bowling team took first place and the sales group second.



HYGRADE HIGHLIGHTS

UPPER—W. D. Prial, recently manager for Hygrade Food Products Corp. at Cleveland, O., has been made general manager of the Fink plant at Newark, N. J.

MIDDLE—Louis Rosin, Hygrade director of purchases, takes a look at the Newark situation.

LOWER—Sausage supt. Ludwig Gluck and general supt. O. C. Miller, Fink plant, compare notes on processing. (Photos F. W. Griffith)

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This patented, non-scratching metal sponge has completely revolutionized old time cleaning methods in packing plants. It does a thorough cleaning job in much less time. A special bronze alloy for tinned and copper surfaces; a stainless steel for iron and Allegheny Metal. Will not rust or splinter. Unconditionally guaranteed.

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Dry Essence of Natural Spices—Individual or blended	Premier Curing Salt
Peacock Brand Certified Casing Colors	Baysteon
	Sani Close
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CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS

Carcass Beef

	Week ended	Cor. week,
Prime native steers—	July 14, 1937.	1936.
400-600	22½ @ 23	15½ @ 16
600-800	22½ @ 23	14 @ 14½
800-1000	22½ @ 23	13 @ 13½
Good native steers—		
400-600	21 @ 22	14½ @ 15½
600-800	21 @ 22	13½ @ 14
800-1000	21 @ 22	12½ @ 13
Medium steers—		
400-600	18½ @ 19½	13½ @ 14½
600-800	18½ @ 19½	13 @ 13½
800-1000	19 @ 19½	12½ @ 13½
Heifers, good, 400-600	18 @ 19	14 @ 15½
Cows, 400-600	11½ @ 13½	9 @ 10
Hind quarters, choice		
Fore quarters, choice	16½	11½

Beef Cuts

Steer loins, prime	@ 45	@ 29
Steer loins, No. 1	@ 40	@ 27
Steer loins, No. 2	@ 36	@ 24
Steer loins, prime	@ 48	@ 31
Steer short loins, No. 1	@ 52	@ 35
Steer short loins, No. 2	@ 44	@ 30
Steer loins (hips)	@ 29	@ 21
Steer loin ends, No. 2	@ 28	@ 20
Cow loins	@ 26	@ 16
Cow short loins	@ 32	@ 19
Cow loin ends (hips)	@ 20	@ 15
Steer ribs, prime	@ 34	@ 19
Steer ribs, No. 1	@ 28	@ 17
Steer ribs, No. 2	@ 27	@ 16
Cow ribs, No. 2	@ 18	@ 12
Cow ribs, No. 3	@ 15	@ 10½
Steer roulades, prime	@ 22	@ 15½
Steer roulades, No. 1	@ 21½	@ 15
Steer roulades, No. 2	@ 21	@ 14½
Steer chuck, prime	@ 17	@ 10
Steer chuck, No. 1	@ 16½	@ 9½
Steer chuck, No. 2	@ 16½	@ 9
Cow rounds	@ 17	@ 13
Cow chuck	@ 14	@ 8
Cow plates	@ 12	@ 8
Medium plates	@ 12	7½
Briskets, No. 1	@ 18½	11½
Steer navel ends	@ 10	7½
Cow navel ends	8½	7
Fore shanks	8½	7
Hind shanks	7½	6
Strip loins, No. 1, bals.	72	45
Strip loins, No. 2	55	35
Sirloin butts, No. 1	35	24
Sirloin butts, No. 2	27	22
Beef tenderloins, No. 1	80	50
Beef tenderloins, No. 2	65	45
Rump butts	15	20
Flank steaks	24	18
Shoulder clods	14%	12%
Hanging tenderloins	18	12
Inside, green, 6@8 lbs.	16½	15
Outsides, green, 5@6 lbs.	14½	14
Knuckles, green, 5@6 lbs.	17	15½

Beef Products

Brains (per lb.)	@ 8	@ 5
Hearts	@ 12	@ 9
Tongues	@ 18	@ 18
Sweetbreads	@ 18	@ 15
Ox-tail, per lb.	@ 10	@ 6
Fresh tripe, plain	@ 9	@ 9
Fresh tripe, H. C.	@ 11½	@ 11½
Livers	@ 19	@ 18
Kidneys, per lb.	@ 9	@ 10

Veal

Choice carcass	15	@ 16
Good carcass	12	@ 14
Good saddles	18	@ 19
Good racks	13	@ 14
Medium racks	10	@ 10

Veal Products

Brains, each	@ 9	@ 9½
Sweetbreads	@ 35	@ 35
Calf livers	@ 30	@ 35

Lamb

Choice lambs	@ 21	@ 20
Medium lambs	@ 19	@ 18
Choice saddles	@ 25	@ 24
Medium saddles	@ 23	@ 20
Choice fore	@ 17	@ 16
Medium fore	@ 16	@ 15
Lamb frens, per lb.	@ 30	@ 32
Lamb tongues, per lb.	@ 15	@ 15
Lamb kidneys, per lb.	@ 20	@ 20

Mutton

Heavy sheep	@ 6	@ 6
Light sheep	@ 9	@ 10
Heavy saddles	@ 8	@ 8
Light saddles	@ 11	@ 12
Heavy fore	@ 5	@ 4
Light fore	@ 7	@ 8
Mutton legs	@ 14	@ 15
Mutton loins	@ 10	@ 10
Mutton stew	@ 5½	@ 6
Sheep tongues, per lb.	@ 12½	@ 12½
Sheep heads, each	@ 14	@ 10

Week Ending July 17, 1937

FRESH PORK AND PORK PRODUCTS

Pork loins, 8@10 lbs. av.	@ 20	@ 21
Picnics	@ 18	@ 16½
Skinned shoulders	@ 19	@ 16
Tenderloins	@ 36	@ 28
Spare ribs	@ 17½	@ 11½
Bac fat	@ 14½	@ 11
Boston butts	@ 25	@ 20
Boneless butts, cellar		
Hock	@ 28	@ 26
Tails	@ 11	@ 10
Boneless butts, cellar		
Slip bones	@ 13	@ 3½
Blade bones	@ 14	@ 12½
Hog's feet	@ 5	@ 4
Kidneys, per lb.	@ 9	@ 9
Livers	@ 10	@ 8
Brains	@ 9	@ 12
Hearts	@ 6	@ 4
Snouts	@ 9	@ 6
Heads	@ 8½	@ 7
Chitterlings	@ 6	@ 5

DRY SALT MEATS

Clear bellies, 14@16 lbs.		@ 16½
Clear bellies, 16@20 lbs.		@ 16½
Rib bellies, 25@30 lbs.		@ 16½
Fat backs, 10@12 lbs.		@ 14½
Fat backs, 14@16 lbs.		@ 14½
Regular plates		@ 13½
Jowl butts		@ 14½

WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs., parchment		26% @ 27½
Fancy skid hams, 14@16 lbs., parchment paper		27 @ 28
Standard reg. hams, 14@16 lbs., plain		24½ @ 25½
Picnics, 4@8 lbs., short shank, plain		21½ @ 22½
Picnics, 4@8 lbs., long shank, plain		20½ @ 21½
Fancy bacon, 6@8 lbs., parchment paper		23½ @ 29½
Standard bacon, 6@8 lbs., plain		26½ @ 27½
No. 1 ham, ham sets, smoked		
Insides, 8@12 lbs.	27	@ 28
Outsides, 5@9 lbs.	25	@ 26
Knuckles, 5@9 lbs.	25	@ 25
Cooked hams, choice, skin on, fatted		40½
Cooked hams, choice, skinless, fatted		42½
Cooked picnics, skin on, fatted		28½
Cooked picnics, skinned, fatted		29½

BARRELED PORK AND BEEF

Meat pork, regular		630.50
Family back pork, 24 to 24 pieces		629.00
Family back pork, 35 to 45 pieces		629.00
Clear back pork, 40 to 50 pieces		629.50
Clear plate pork, 25 to 35 pieces		624.00
Beef pork		626.00
Brisket pork		630.00
Plate beef		630.50
Extra plate beef, 200-lb. bbls.		621.00

VEGETABLE OILS

Crude cottonseed oil, in tanks, f.o.b.		
Valley points, prompt		8% @ 8½
White deodorized, in bbls., f.o.b. Chgo.		10% @ 10%
Yellow, deodorized		10% @ 10%
Stock soap, 50% f.f.a. f.o.b. mills		2½ @ 2½
Soya bean oil, f.o.b. mills		7% @ 8
Corn oil, in tanks, f.o.b. mills		8½
Coconut oil, sellers' tanks, f.o.b. coast		5½
Refined in bbls., f.o.b. Chicago		nom. 10½

OLEOMARGARINE

(F. O. B. CHICAGO.)		
White domestic vegetable margarine...		15
White animal fat margarine, in 1 lb. cartons, rolls or prints...		15
Nut, 1-lb. cartons...		12½
Puff paste (water churned), (milk churned)...		13½

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. carton		@ 29½
Country style sausage, fresh in link		22½
Country style sausage, fresh in bulk		22½
Frankfurters, in sheep casings		27½
Frankfurters, in hog casings		23½
Bologna in beef bungs, choice		19½
Bologna in beef middles, choice		17
Liver sausage in beef rounds		17
Smoked liver sausage in hog bungs		20½
Head cheese		19½
New England luncheon specialty		20
Minced luncheon specialty, choice		20
Tongue sausage		18
Blood sausage		20
Souse		20
Polish sausage		24

DRY SAUSAGE

Cervelat, choice, in hog bungs		@ 43
Thuringer cervelat		23
Farmer		31
Holsteiner		28
B. C. salami, choice		38
B. C. salami, new condition		39
Frisses, choice, in hog middles		37
Genoa style salami, choice		46
Pepperoni		35
Maiadella, new condition		22
Capicola		45
Italian style hams		39
Virginia hams		43

SAUSAGE IN OIL

Bologna style sausage, in beef rounds		
Small tins, 2 to crate		\$6.00
Frankfurter style sausage, in sheep casings		7.75
Small tins, 2 to crate		\$7.75
Smoked link sausage, in hog casings		
Small tins, 2 to crate		\$7.00

(F. O. B. CHICAGO.)		Cwt.
Nitrite of soda (Chgo. w/hse stock):		
In 425-lb. bbls., delivered		\$ 9.00
Salt peter, less than ton lots		
Dbl. refined granulated		6.40
Extra lean pork trimmings		5.40
Pork cheek meat		14½ @ 14½
Pork hearts		9½ @ 10
Pork livers		9½ @ 10
Native boneless bull meat (heavy)		12½ @ 12½
Boneless chuck		10½ @ 11
Beef trimmings		9½ @ 9½
Beef cheeks (trimmed)		9½ @ 10
Dressed canners, 350 lbs., 400 lbs. and up		8½ @ 9
Dressed cutter cows, 600 lbs., 600 lbs. and up		8½ @ 9
Dr. bologna bulls, 600 lbs., 600 lbs. and up		8½ @ 9
Port tongues, canner trim, S. P.		14½

(Continued on page 53.)

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A. P. CALLAHAN & COMPANY

20

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Price Quality Service

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St. Paul

DRESSED BEEF BONELESS BEEF and VEAL

Carlots

Barrel Lots

Partridge

PORK PRODUCTS—SINCE 1876
The H. H. MEYER PACKING CO.

Cincinnati, Ohio

Vogt's

Liberty
Bell Brand

Hams—Bacon—Sausages—Lard—Scrapple
F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.

Chicago Markets

(Continued from page 51.)

SPICES

(Basis Chicago, original bbls., bags or bales.)			
	Whole.	Ground.	
	Per lb.	Per lb.	
Allspice, Prime	15	16%	
Resifted	15%	17	
Chili Pepper, Fancy	22	23%	
Chili Pepper, Fancy	27	31	
Cloves, Amboyna	19%	23	
Madagascar	21	24%	
Zanzibar	18%	20	
Ginger, Jamaica	17	19	
African	65	70	
Mace, Fancy Banda	60	65	
East India	60	65	
E. I. & W. I. Blend	60	65	
Mustard Flour, Fancy	22%		
No. 1	15		
Nutmeg, Fancy Banda	26		
Black Pepper	22		
E. I. & W. I. Blend	19%		
Paprika, Extra Fancy	29		
Fancy	29		
Hungarian, Fancy	24		
Poppy Sweet Red Pepper	28%		
Pimlico (220-lb. bbls.)	28%		
Pepper, Cayenne	23		
Red Pepper, No. 1	17%		
Pepper, Black Aleppy	10%	12	
Black Lampong	7%	8%	
Black Peppercorns	10%	12	
White Muntok	12	13%	
White Singapore	11%	13	
White Packers	12%		

SEEDS AND HERBS

	Ground for Whole. Sausage.
Caraway Seed	9 11
Celery Seed, French	22 26
Coriander Seed	12 14
Coriander Morocco Bleached	8%
Coriander Morocco Natural No. 1	7 8%
Mustard Seed, Cal. Yellow	9 12%
American	8 11%
Marjoram, French	19 23
Oregano	13 16
Sage, Dalmatian, Fancy	8% 10
Dalmatian No. 1	8 9%

SAUSAGE CASINGS

(F. O. B. CHICAGO.)
(Prices quoted to manufacturers of sausage.)

Beef casings:

Domestic rounds, 180 pack	18
Domestic rounds, 140 pack	20
Export rounds, wide	38
Export rounds, medium	27
Export rounds, narrow	40
No. 1 weasands	5
No. 2 weasands	08%
No. 1 bungs	21
No. 2 bungs	15
Middles, regular	35
Middles, select, wide, 2224 in.	45
Middles, select, extra wide, 24 in. and over	85

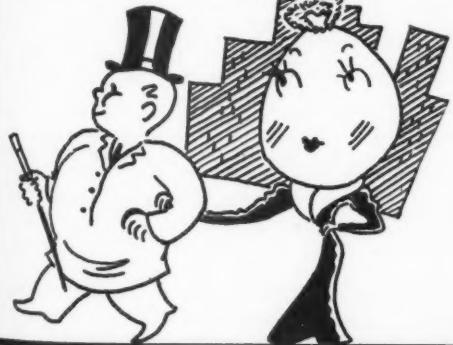
Dried bladders:

12-15 in. wide, flat	80
10-12 in. wide, flat	70
8-10 in. wide, flat	50
6-8 in. wide, flat	35

Hog casings:

Narrow, per 100 yds.	2.30
Narrow, special, per 100 yds.	2.20
Medium, regular	2.05
English medium	1.85
Wide, per 100 yds.	1.40
Extra wide, per 100 yds.	1.25
Export bungs	22
Large prime bungs	22
Medium prime bungs	16
Small prime bungs	11
Middles, per set.	18
Stomachs	08@.10

Susie Sausage says:-



LIVE CATTLE

	Nom.	
Steers, good	\$ 6.25@	7.50
Cows, common to medium	4.00@	6.00
Cows, low cutter and cutter		@ 7.25
Bulls, sausage		

LIVE CALVES

Vealers, top	\$	@ 12.00
Vealers, good and choice	10.50@	11.50
Vealers, medium to good	8.50@	10.00
Vealers, common	5.50@	7.50

LIVE HOGS

Hogs, good to choice, 180-210 lbs.	\$	@ 18.05
Sows, good	9.25@	9.50

LIVE LAMBS

Lambs, top, spring	\$	@ 11.25
Lambs, good and choice, spring	10.50@	11.00
Lambs, common to medium	8.50@	10.00
Ewes, shorn	2.50@	4.50

DRESSED BEEF

City Dressed.

Choice, native, heavy	23	625
Choice, native, light	22	624
Native, common to fair	19	621

Western Dressed Beef.

Native steers, 600@800 lbs.	22	624
Native choice yearlings, 440@600 lbs.	22	623
Good to choice heifers	18	619
Good to choice cows	16	617
Common to fair cows	15	614
Fresh bologna bulls	11 1/2	612 1/2

BEEF CUTS

Western.

City.

No. 1 ribs	28	630
No. 2 ribs	25	627
No. 3 ribs	22	624
No. 1 loins	45	648
No. 2 loins	35	640
No. 3 loins	30	632
No. 1 binds and ribs	26	628
No. 2 binds and ribs	24	626
No. 1 rounds	22	623
No. 2 rounds	21	622
No. 3 rounds	19	620
No. 1 chuck	29	629
No. 2 chuck	29	629
No. 3 chuck	19	619
Bolognas	11 1/4	612 1/4
Rolls, reg. 6@8 lbs. av.	23	625
Rolls, reg. 4@6 lbs. av.	18	620
Tenderloins, 5@6 lbs. av.	50	660
Shoulder cloths	14	616

DRESSED VEAL

Good	17	618
Medium	16	617
Common	15	616

DRESSED SHEEP AND LAMBS

Lambs, spring, prime	22	628
Lambs, spring, good	21 1/2	627
Lambs, 88 lbs. down	20 1/2	621 1/2
Sheep, good	11	618
Sheep, medium	9	611

DRESSED HOGS

Hogs, good and choice (90-140 lbs.) \$18.50@19.00

FRESH PORK CUTS

Pork loins, fresh, Western, 10@12 lbs.	27	630
Pork tenderloins, fresh	27	632
Pork tenderloins, frozen	27	636
Shoulders, Western, 10@12 lbs. av.	27	620
Butts, boneless, Western	27	626
Hams, Western, fresh, 6@8 lbs. av.	27	619
Pork trimmings, extra lean	27	624
Pork trimmings, regular 50% lean	27	617
Spareribs	27	624

SMOKED MEATS

Regular hams, 8@10 lbs. av.	27	628
Regular hams, 10@12 lbs. av.	27	628
Regular hams, 12@14 lbs. av.	27 1/2	627 1/2
Skinned hams, 10@12 lbs. av.	27	627
Skinned hams, 12@14 lbs. av.	27	627
Skinned hams, 16@18 lbs. av.	27	627
Skinned hams, 18@20 lbs. av.	27	627
Picnics, 4@8 lbs. av.	21	622
City pickled bellies, 8@12 lbs. av.	23	624
Bacon, boneless, Western	28 1/2	629
Bacon, boneless, city	28 1/2	629
Rolllettes, 8@10 lbs. av.	22	623
Beef tongue, light	21	622
Beef tongue, heavy	23	624

FANCY MEATS

Fresh steer tongues, untrimmed	16c	a pound
Fresh steer tongues, 1 c. trimmed	25c	a pound
Sweetbreads, veal	35c	a pound
Sweetbreads, veal	70c	a pair
Beef kidneys	12c	a pound
Beef kidneys	4c	each
Butter milk kidneys	20c	a pound
Liver, boneless	20c	a pound
Oxtails	14c	a pound
Beef hanging tenders	25c	a pound
Lamb fries	12c	a pair

BUTCHERS' FAT

Shop Fat	\$3.25	per cwt.
Breast Fat	4.00	per cwt.
Edible Suet	5.75	per cwt.
Inedible Suet	4.50	per cwt.

BONES AND HOOFs

Round shins, heavy, delivered basis	\$8.00	per ton.
Light, delivered basis	70.00	
Flat shins, heavy, delivered basis	65.00	
Light, delivered basis	60.00	
Thighs, blades and buttocks	60.00	
White hoofs	50.00	
Black hoofs and striped hoofs	40.00	

COOPERAGE

(Prices at Chicago.)

Ash pork barrels, black hoops	\$1.47 1/2	1.50
Ash pork barrels, galv. hoops	1.55	1.57 1/2
Oak pork barrels, black hoops	1.87 1/2	1.40
Oak pork barrels, galv. hoops	1.45	1.47 1/2
White oak ham tierces	2.07 1/2	2.10
Red oak lard tierces	2.07 1/2	2.10
White oak lard tierces	2.17 1/2	2.20

S. OPPENHEIMER & CO., INC.

610 Root Street 105 Hudson Street
Chicago New York

Classified ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Men Wanted

Where is A. R. Mortenson?

Anyone having knowledge of the whereabouts of A. R. Mortenson, formerly salesman with Iowa Packing Company in Muscatine and Iowa City, Iowa, please advise W-808, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Seeking Otto Schaffner

Any one with knowledge of the location of Otto Schaffner formerly meat salesman with C. E. Richard & Sons in Burlington, Iowa please communicate with W-809, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Bookkeeper

Wanted, bookkeeper experienced in all details of packinghouse system. Give previous experience, references, salary expected, whether married or single. Small eastern plant. Excellent opportunity for right man. W-818, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Stenographer, Broker's Office

Wanted, experienced young man. Apply: E. G. James Co., 332 S. La Salle St., Chicago, Ill.

Salesman

Salesman to call on Italian dry sausage and cheese trade in greater New York. Must know trade, experienced, be aggressive. Answer in detail by letter, giving full qualifications. No telephone calls. J. S. Hoffman Co., Inc., 179 Franklin St., New York City.

Refinery Expert

Wanted, man to teach us new methods of making laundry soap from soap stocks produced in refining vegetable oils. Must be thoroughly familiar with manufacture of shortening, oleomargarine and soap and be able to analyze oil-bearing seeds, vegetable oils and animal fats. Will pay well for proper instructions. Write P. O. Box 391, Laredo, Texas.

Manager for Soap Plant

Wanted, experienced man to take entire charge of the manufacturing of yellow laundry soap in plant location in the South. Must have thorough knowledge of the use of cotton seed foots, low grade grease, tallow, and rosin, must be capable of managing labor, soap kettles, crutching, and glycerine recovery. Excellent opportunity for man with ambition to grow with small concern. Write giving full qualifications to W-819, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Position Wanted

Attention: Meat Packers!

Packinghouse executive who has had active experience in all branches of the industry and was also president of one of the representative independent companies will be available about August 1. Experience includes general executive work, live stock purchasing, departmental cost accounting, and plant operations. Thoroughly understands sales supervision and general market conditions. Would like to connect with some progressive company and prove myself an asset. Do not want a contract, so any arrangements made could be cancelled if I do not prove myself an asset within a reasonable time. An interview can be arranged if you will address W-810, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Will Represent You

Salesman at present calling upon packers and sausage manufacturers in Baltimore and Washington, D. C. area selling car weekly sausage materials, bull and cow cuts for Chicago boner desires to represent reliable quality packer producing dried beef, dry sausage, canned meats, sweet pickle, dry salt pork products, beef tongues; commission basis. Would also consider full packinghouse line; likewise Norfolk and Richmond Va. territory in conjunction with Baltimore and Washington. Have over 20 yrs. actual experience with steady following. W-813, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Meat Packer Executive

Meat packer executive now employed with one of Major Packers as General Plant Manager, desires connection with Independent Packer.

His experience includes complete responsibility for profitable operation of Cattle, Hog and Provision Plants. Has served for past ten years as General Manager of important units carrying on extensive operations in killing and manufacturing. Thoroughly seasoned in sales and manufacturing.

W-812

THE NATIONAL PROVISIONER
407 S. Dearborn St., Chicago

Position Wanted

Working Sausage Foreman

Expert sausagemaker, German, with several years' experience now available. He can convince you in one week of his worth. Both large and small plant experience in varying climates enabled him to overcome all sausage troubles. Give him a trial and see your sausage troubles disappear and your sales rise. W-821, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Rendering Foreman

All-around rendering man desires position. Can operate cooking with any tank system. Also expert Skinner. Not afraid of any kind of work. Experience 20 years. W-811, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Sausagemaker

Young sausagemaker now working in a small plant would like to get in a large plant. Can make all kinds of sausage and loaves, kill cattle, cut hogs and cure meats of all kinds 39 years of age. Best of references. W-814, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausagemaker

I am a practical sausagemaker, free to go anywhere. Have complete knowledge and experience in all departments of sausage factory. Can eliminate all difficulties and operate department profitably. W-815, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Sausage Foreman

A-1 sausage foreman with many years' experience wished position. Can produce complete line of sausage products, loaves and specialties. In last position six years. Can handle help. Married. Excellent references. W-816, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Sausagemaker

Position wanted by young man with 20 years' experience on all kinds of sausage, curing hams and bacon, and boiled hams. Best references. W-817, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sales Manager

Sales manager or salesman experienced in canned meats and provisions is looking for connection. Good record. W-820, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Plant Manager or Supt.

with years of practical packinghouse operating experience, all production departments, beef or pork, slaughtering, cutting, processing, manufacturing, etc., including sales and live stock buying. Both large and small plant experience. Organize and handle labor. Produce results with minimum costs. W-807, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

SEE PAGE 55 OPPOSITE FOR ADDITIONAL CLASSIFIED ADS

ADVERTISERS

in this issue of

THE NATIONAL Provisioner

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The companies listed here that make equipment improve its efficiency at least 5% a year. The net gain offered you is 50% in five years because even with the best of care your present equipment depreciates about 5% a year. The makers of supplies are constantly improving them and devising new applications which make for an equal operating and sales improvement. Those that furnish services employ the newest equipment and latest methods, enabling them to quote you rates offering similar advantages. Watch these firms' advertising.

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BOILED OR SMOKED HAMS

Can Be Improved in Flavor and Appearance

with



Perfectly Designed
and Constructed Stainless
Steel Retainers Assure—
Uniform Appearance,
Shape and Shrinkage

ANCO Stainless Steel Ham Retainers have become standard equipment in numerous ham boiling plants because they not only improve the shape, appearance, and flavor of the product, but last longer due to the durability of the metal and the construction. The numerous sizes and shapes of ANCO Retainers will make it easy for you to select those best suited to your requirements.

Write for descriptive literature on these subjects

THE ALLBRIGHT-NELL CO.

117 Liberty Street
New York, N. Y.

5323 S. Western Boulevard
Chicago, Ill.

111 Sutter Street
San Francisco, Calif.

REVOLVING

• SMOKEHOUSE



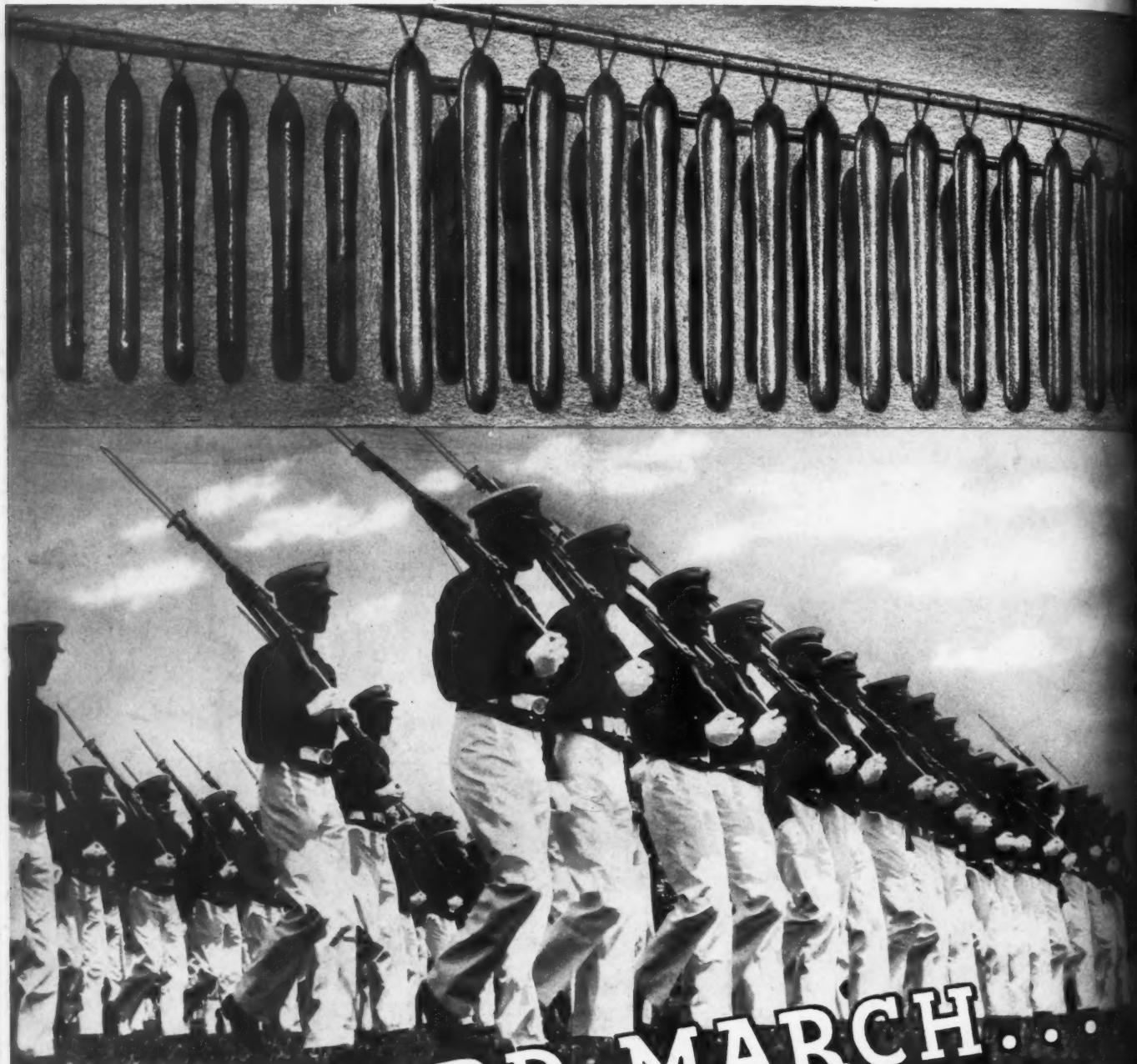
Perfectly Controlled
Temperature, Humidity
and Air Circulation Assure—

Uniform Smoke, Flavor,
Color and Shrinkage

ANCO Revolving Smokehouses provide the most modern method of uniformly smoking hams. With this equipment, color and flavor are improved, and a great saving in shrinkage is assured. Loading and unloading of meats can be done at any floor level, thereby saving trucking, use of elevators, and much labor. Processing is conveniently observed from time to time at any desired floor level.



SAUSAGE IS ALWAYS ON DRESS PARADE



FORWARD MARCH . . .

A CRISP ORDER! Column after column of men move forward in review. No time for buttoning collars now—the dress parade is on!

Every day sausage products are passing in review before the exacting eyes of consumers . . . being inspected and compared with competing brands. *Here is where sales are made.* How important it is that your sausage meets with approval on this daily dress parade!

The uniformity of Swift's Selected Beef Casings together

with their fine quality will enable your product to make a favorable impression at all times. This is because Swift's natural casings are:

- FRESHLY HANDLED.
- WELL FATTED.
- ACCURATELY GRADED FOR SIZE.
- CAREFULLY INSPECTED FOR DEFECTS.
- WELL PACKED.

There is no chance for product not to look its best when stuffed in Swift casings. Ask your local Swift & Company representative about our full selection of rounds, weasands, middles, bungs, and bladders.

USE SWIFT'S SELECTED BEEF CASING

RAD



ct to make
cause Swift

S.

pany

ING!